



# 2020 Contractor Agenda

## Wednesday, January 22nd 2020

7:00am - 9:00am  
Breakfast and Registration

12:00pm - 1:00pm  
Lunch

6:00pm - 8:00pm  
Welcome Reception

### - Certification Courses

9:00am - 12:00pm  
Techniseal Certified Applicator Course:

9:00am - 5:00pm  
ICPI Concrete Paver Installer (CPI) Course - Day 1:  
\* Cost of course is \$400.00 for Non-ICPI Members, \$320.00 for ICPI Members.  
This is a two day certification course. Fees can be paid upon arrival.

### - Education Courses

9:00am - 11:00am  
Belgard Welcome Presentation

11:00am - 12:00pm  
Up-selling to Include Landscape Lighting

1:00pm - 2:00pm  
How the Next Generation is Being Prepared

2:00pm - 3:00pm  
The State of the Industry

3:00pm - 4:00pm  
Really Good Recruiting

4:00pm - 5:00pm  
What's Next with Tandem Wall

### - Workshops

1:00pm - 3:00pm  
Techniseal Innovative Products Showcase

3:00pm - 5:00pm  
Utilizing Belgard's Contractor Resources

## Belgard University Welcome Reception

Wednesday Evening  
6:00pm - 8:00pm

Cocktails and Hors d'oeuvres  
Served



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**7:00am - 9:00am**  
**Breakfast and Registration**

**12:00pm - 1:00pm**  
**Lunch**

**7:00pm - 9:00pm**  
**Awards Banquet**

## - Certification Courses

**9:00am - 5:00pm**

**NCMA Segmental Retaining Wall Installer Course - Level 1:**

\* Cost of course is \$150.00 for this one day certification course. Fees can be paid upon arrival.

**9:00am - 5:00pm**

**ICPI Concrete Paver Installer (CPI) Course - Day 2:**

\* This is a day two of this course. Participants must attend both days for course credit.

## - Education Courses

**9:00am - 12:00am**  
**Total Project Management**

**3:00pm - 5:00pm**  
**Maximizing Your Social Media Presence**

**1:00pm - 3:00pm**  
**Standing Out on a Crowded Internet**

## Belgard University Project Excellence Awards Banquet

**Thursday Evening**  
**7:00pm - 9:00pm**

**Cocktails and Dinner Served**



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# 2020 Dealer Agenda

**Thursday, January 23rd 2020**

**7:00am - 10:00am**  
**Breakfast and Registration**

**12:00pm - 1:00pm**  
**Lunch**

**7:00pm - 9:00pm**  
**Awards Banquet**

## **- Education Courses**

**10:00am - 12:00am**  
**Belgard College Presentation**

**1:00pm - 2:00pm**  
**Adding Value with TruScapes**

**2:00pm - 3:00pm**  
**What's Next with Tandem Wall**

**3:00pm - 4:00pm**  
**Introducing the Dublin Fireplace**

**3:00pm - 4:00pm**  
**Innovative New Products from Techniseal**

## **Belgard University Project Excellence Awards Banquet**

**Thursday Evening**  
**7:00pm - 9:00pm**

**Cocktails and Dinner Served**



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