



## **Where to Be & When!**

### **Operations Pre-Day** *(Registration Required)*

**Pre-Day Operations Workshop: 4 Systems That Guarantee High-Profit, Low-Stress Field Operations**

**Thursday, January 27th, 2022 - 1pm-5pm EASTERN**

*(Arrive By 12:45 PM Eastern!)*

Bonaventure Resort & Spa, **Key West Room**

250 Racquet Club Road, Weston, FL 33326

*(It's Not too Late to Register! Call 423-800-0520!)*

### **APPC Welcome Reception**

**Thursday, January 27th, 2022 - 7:00 PM EASTERN**

**Society Lounge** Bonaventure Resort & Spa

250 Racquet Club Road, Weston, FL 33326

### **Painting Profits Summit BEGINS**

**Friday, January 28th, 2022**

**REGISTRATION: @ 7:30 AM, Prompt 8AM EASTERN Start**

Bonaventure Resort & Spa, **Global Ballroom**

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# Preparing for Your Hot Seat!

## Read & Complete This Worksheet

At the 2022 Painting Profits Summit, your business will have an opportunity to be in the spotlight. With all eyes on you, your peer group will help you solve your toughest painting problems. Here's how it works:

### Step ONE:

**GIVE: Reveal the Best "Secret" You Have Discovered for a Better Painting Business and Provide Helpful Examples or Templates to the Group**

Every owner has "aha" moments... Moments when you discover something that makes a big difference in your painting business. **What could it be?** A strategy, tactic, or method that really helped you a ton. It could be a resource, tool, or vender that changed the way you run your business or produced amazing results for you. **What could it pertain to?** Generating leads, closing sales, increasing profits, hiring staff, managing employees, controlling expenses, improving operations, or creating peace-of-mind. Essentially, anything that has dramatically impacted an important and meaningful aspect of your painting business.

**Question #1:** Write out two or three things that you have discovered that have made a monumental difference in your painting business? **Now, PICK ONE!**

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**Question #2:** After you select the BEST ONE, how could you quickly explain it to the group and provide handouts or examples (REQUIRED) for the group to take-away and use later?

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### Step TWO:

**GET: What ONE Big, Hairy Challenge or Problem Are You Facing in Your Painting Business That You Desperately Want to Have SOLVED by the Group?**

**Question #3:** Write out your ONE biggest problem and succinctly explain it.

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**NOTE:** Before You Begin Your Hot Seat, You Will Be Asked Four or Five Simple Questions About Sales, Crew Size, Service Mix, and Years in Business to Give the Group an Idea of Your Background, Size, and Experience.

# **4 Steps, Read Carefully, Complete Quickly!**

## ***Agenda on Page 4-5***

Congratulations on registering for the 2022 Painting Profits Summit!  
To make the most of the opportunity, please take the following steps:

### **Step #1: LIVE ATTENDEES: Reserve Your Room!**

**NOTICE:** I recommend booking your room for AT LEAST the following nights. **Thursday (1/27), Friday (1/28), and Saturday (1/29)**. Why Saturday too? We may be finishing LATER in the evening on Saturday depending on the number of HOT Seat participants. **To be fair to everyone, we REQUIRE all attendees participate and contribute to ALL Hot Seats on Saturday. If you cannot HELP others with their business, it is unfair to get help for yours.**

**If You Have Not Booked Your Accommodations – Please Do So ASAP!**

### **Step #2: Book Your Flight (If Necessary)**

**Weston, FL** is a VERY FUN city! I recommend staying a few days before or after to take in the scenery and enjoy yourself. **Please book your return flight on SUNDAY (1/30) or LATER in the evening just in case we run long with HOT Seats on Saturday!**

### **Step #3: Fill Out Your Pre-Summit Survey (APPC Members Only)**

**Warning:** If you do not do this, Jennifer will *FLOG YOU* until you do! It only takes about ten minutes to complete for APPC MEMBERS. So, fill it out NOW and avoid the thumping!

**APPC Member Survey:**

<https://www.surveymonkey.com/r/PPS-2022>

**DRESS AND ATIRE INFO:** Dress for the welcome reception is casual. **Dress for the Summit sessions is business casual** (no shorts, t-shirts, etc. – when you dress professional, you feel and think professionally.) **Dress for the Academy Awards Dinner on Saturday night is cocktail attire.** Blazer or suit for men, dresses or pant suit and jacket for women.



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# **Agenda (All Times Eastern)**

*Times and Line-Up Subject to Change*

## **PRE-DAY**

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**Society Lounge Bonaventure Resort & Spa**

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## **DAY ONE**

### **Painting Profits Summit BEGINS**

**Friday, January 28th, 2022**

**REGISTRATION: @ 7:30 AM, Prompt 8AM EASTERN Start**

**Bonaventure Resort & Spa, Weston FL, Global Ballroom**

*"Late Shaming" May Ensur for Tardy Attendees 😊*

**8:00 AM – 8:30 AM, Brandon Lewis: APPC**

*Key-Note: Advise for Painters Who Have Lost Their Passion*

**8:30 AM - 9:45 AM, Trent Huskey: Huskey's Paint**

*"Understanding & Utilizing Production Rates"*

**9:45 AM - 10:05 AM, BREAK with Exhibitors**

**10:05 AM – 10:45 AM, Dan Woodford: Two Brothers Painting**

*"Our Power for Powerful Change: Making Your World a Better Place"*

**10:45 AM- 11:30 AM, Royce Parmer: Parmer and Sons Painting**

*"Protecting Your Gross Profits On Every Job"*

**11:30 - 11:40 AM, Brandon Lewis**

*Hot Seat & Lunch Instructions*

**11:40AM – 11:55 AM, Bookkeeping for Painters**

**12:00 PM - 1:00 PM, LUNCH**  
**Gold Sponsor: Bookkeeping for Painters**

**1:00 PM - 5:00 PM, Peer-Driven HOT SEATS**  
*Using the Group Mastermind to Overcome Obstacles and Seize Opportunities*

**5:00 PM - 5:15 PM, Brandon Lewis: APPC**  
*Announcements*

**7:00 PM - 9:30 PM, Academy Awards Dinner**  
**(See Dress On Page One)**

**DAY TWO – Saturday, February 29<sup>th</sup>, 2022**  
**(We'll Start Promptly at 8AM)**

**8:00 AM – 8:40 AM, Jeremy Barton: Barcos Painting**  
*"Using Automation to Reduce Overhead"*

**8:40 AM - 9:20 AM, Mario Meza: Fine Paint**  
*"How I saved \$230,000 in One Year"*

**9:20 AM – 9:35, Break with Exhibitors**

**9:35 AM – 10:35 AM, Various Owners**  
*\$1.5 Million Dollar Panel*

**10:35 AM – 11:20 AM, Ray & Tonya Orist: R&J Painting**  
*"Increasing Personal Income in the Labor Shortage"*

**11:20 AM – 12:10 PM, Brandon Lewis- APPC**  
*Moving Forward in Your Painting Business with Greater Confidence*

**12:15 PM - 1:15 PM, LUNCH**  
**Gold Sponsor, Wooster Brush**

**1:30 PM - 5:00 PM, Hot Seats**

**5:00 PM - 5:15 PM, Closing Session**

***Please Plan a Later Departure Time So You Can Help All Attendees During Their Hot Seat Session:***  
***All Owners Must Stay and Give Feedback for All HOT SEAT Sessions In Order to Be Able to Present Their Challenges and Discoveries***

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