



## Important Times At-A-Glance!



***Passcodes & Links Sent By Email***

### **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

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

### **Painting Profits Summit BEGINS**

DAY ONE: Friday, January 28th, 2022

**General Session: @ 8:00 AM, Prompt 8AM EASTERN Start**

Arrive at 7:50 AM to Settle In

DAY TWO: Saturday, January 29th, 2022

**General Session: @ 8:00 AM, Prompt 8AM EASTERN Start**

Arrive at 7:50 AM to Settle In

### **Hot Seats**

Wednesday, Feb 2nd - Friday, Feb 4th

**1pm-5pm: VIRTUAL TICKET Personalized Owner "Hot Seats"**

Your Day Assigned After Sales Volumes Turned In

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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.

## Read Carefully, Complete Quickly!

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

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>

## Agenda (All Times Eastern)

ALL VIRTUAL EVENT INFO & Passcodes Sent By Email



*Times and Line-Up Subject to Change*

### PRE-DAY

**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!)

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

### 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"*

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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*

### DAY TWO

**(We'll Start Promptly at 8AM, Arrive at 7:50 AM to Settle in)**

**ALL VIRTUAL EVENT Links & Passcodes Sent By EMAIL**

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*



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