

NAFA 2019 Technical Seminar

April 2-4, 2019 | Omni Mandalay Hotel at Las Colinas, Irving, TX

Monday, April 1

6:00 – 9:00 pm	NAFA Executive Officers Meeting
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Tuesday, April 2

9:30 am – 5:00 pm	Registration
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8:30 - 10:15 am	NAFA Strategic Planning Committee Meeting
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8:30 – 10:15 am	NAFA Foundation Meeting
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10:30 am – 12:00 pm	Break the Rules and Close More Sales <i>Chris Jennings, President/CEO, Sales Coaching, Inc. (optional training session)</i>
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1:00 – 1:15 pm	Welcome <i>Trey Fly, CAFS, NCTII, NAFA President & Tom Justice, CAFS, NCTII, Zene</i>
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1:15 – 2:30 pm	#1 Keynote: The Client Retention Matrix: 10 Keys to Keeping and Growing Clients <i>Chris Jennings, President/CEO, Sales Coaching, Inc.</i>
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2:30 – 3:30 pm	Networking Break & Tabletop Exhibits
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3:30 – 4:15 pm	#2 Session - Indoor Aerosol Dynamics in Residential Buildings <i>Brandon Boor, Ph.D., Assistant Professor of Civil Engineering, Purdue University</i>
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4:15 - 5:00 pm	#3 Session - Title TBD <i>Todd R. Crawford, Research Scientist, Bureau of Toxic Substance Assessment</i>
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5:00 – 6:00 pm	Young Professionals Reception
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6:00 – 7:30 pm	NAFA Welcome Reception
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Wednesday, April 3

7:00 am – 1:00 pm	Registration
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7:00 – 9:00 am	CAFS Q&A Breakfast
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7:00 – 9:00 am	Breakfast
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7:30 – 9:00 am	Education & Training Committee Meeting
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7:30 – 9:00 am	Guidelines Committee Meeting
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9:00 – 9:45 am	#4 Session - How to Become a Social Media Rock Star <i>Spencer Smith, Founder of AmpliPhi, AmpliPhi</i>
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9:45 - 10:00 am	Break
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10:00 am - 10:45 am	#5 Session - MERV 8 v MERV 13 Analysis and Q&A on PM monitoring data during wildfire <i>Wanyu Rengjie Chan, Ph.D., Lawrence Berkeley National Laboratory</i>
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10:45-11:15 am	#6 Session - TBD <i>Speaker TBD</i>
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11:15 am – 11:45 am	Member Benefit Overview: Topic TBD
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11:45 am – 12:45 pm	Lunch
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1:30 – 5:30pm	TopGolf Foundation Event
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Thursday, April 4

7:30 – 9:00 am	Breakfast
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7:30 – 9:00 am	Membership & Marketing Committee
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7:30 – 9:00 am	Technical & Certification Committee Meeting
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9:00 – 10:15 am	#7 Session - Communication Styles <i>Tim Novak, CEO, Novak Development LLC</i>
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10:15 – 10:30 am	Break
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10:30 – 11:15 am	#8 Session - How You Can Impact the World Through Filtration <i>H.E. (Barney) Burroughs, CIAQP, PM-FASHRAE, President/CEO, Building Wellness Consultancy, Inc.</i>
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11:15 am – 12:00 pm	#9 NAFA Strategic Plan Update <i>Trey Fly, CAFS, NCTII, NAFA President</i>
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11:30 am - 1:30 pm	CAFS and NCT Testing
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12:00 – 3:00 pm	NAFA Board of Directors Meeting
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