



# Future of Distribution Summit Agenda

## April 13, 2021

### SESSION ONE - NEW DISTRIBUTION MODELS

All Times Eastern

Session

10:00 - 10:10 am

**Welcome & Summit Overview**

**Host:**

Elizabeth Galentine - Editor in Chief, MDM

10:10 - 10:45 am

**Keynote: Pandemic Innovations and the Future of Distribution**

Every distributor was affected by the COVID-19 pandemic, and every distributor can act on the lessons learned across distribution. More than that, the pandemic has shaped the future of business, and therefore, the future of distribution. Hint: Zoom calls, remote working, and online buying are the tip of the iceberg. Dancer's keynote will share stories of distributor innovations and priorities for distributor e-commerce investments, business strategies and innovation opportunities.

**Presenters:**

Mark Dancer - CEO, Network for Business Innovation

10:45 - 11:15 am

**Differentiation Models for the New Realities**

How will your business stand out in a post-pandemic world? The pandemic put digital acceleration into warp speed for distributors – creating an imperative to examine business models, including profitability, sales, talent, analytics and more. With these factors at the forefront, Gale will discuss the latest industry forecasts and key trends shaping the remainder of 2021.

**Presenter:**

Tom Gale - CEO, MDM

11:15 am - 12:00 pm

**Panel - Successful Distribution Model Transformations**

This panel of distribution executives will discuss the steps their companies took to redesign the way their businesses operate. From a move to digital-first to creating an inside-centric environment, they will address the planning behind the stronger business models that emerged from their company transformations.

**Presenters:** Announcing Soon!

12:00 - 12:30 pm

**Break - Networking Hall**



## SESSION TWO - PRODUCTIVITY & THE NEW WORKPLACE

12:30 - 1:00 pm	<p><b>Keynote: Building a Resilient Distribution Organization</b></p> <p>As CEO of Graybar, Mazzarella is one of only 37 women to lead a Fortune 500 company. She will join MDM Editor Elizabeth Galentine for a conversation on the benefits of creating an inclusive and resilient culture within your organization. Touching on the need to expand the definition of workplace culture, the discussion will address where distribution stands relative to other industries and how the industry can continue to improve.</p> <p><b>Presenter:</b> Kathy Mazzarella - CEO, Graybar</p>
1:00 - 1:05 pm	<p><b>MDM's 2021 Women in Distribution Awards Presentation</b></p> <p>Join us as we recognize the inaugural group of MDM Women in Distribution Leadership Award winners. You will learn about these successful leaders who demonstrate professional excellence while championing other women toward success.</p>
1:05 - 1:50 pm	<p><b>Panel - Leadership in 2021: Women in Distribution</b></p> <p>Featuring Jennifer Murphy of NetPlus Alliance, hear perspectives from several of our award-winning distribution leaders on the value of changing workplace culture, what it means to lead and how to overcome obstacles and challenges to meet your goals.</p> <p><b>Moderated by Jennifer Murphy - President, NetPlus Alliance</b></p>
1:50 - 2:30 pm	<p><b>Redefining Productivity in the New Workplace</b></p> <p>With many employees still working from home, and some looking to make the move permanent, how should distributors be reevaluating productivity metrics? Zoom fatigue is real and separating work from home can be harder than ever when they're under the same roof. Learn what you can do to support employees while making sure they continue to perform.</p> <p><b>Presenter:</b> Jim Pouliopoulos - storyteller, educator, author</p>
2:30 - 3:00 pm	<p><b>Break - Networking Hall</b></p>



## SESSION THREE - TALENT DEVELOPMENT, RECRUITING & RETAINING

3:00 - 3:45 pm	<p><b>Keynote: Getting It Right Today: Culture, Career &amp; Recruiting</b></p> <p>Recruiting methods have changed and you need to keep up with the competition. As Managing partner of a Wholesale Distribution-focused recruitment services firm, Salvadore will address key trends within the recruitment landscape and provide insights on how your company can take advantage of new methods and best practices to secure, grow and retain top talent.</p> <p><b>Presenter:</b> John Salvadore - Managing Partner, Global Recruiting Partners of Coastal (GRN Coastal)</p>
3:45 - 4:15 pm	<p><b>Culture Shift: Broadening the Talent Spectrum in Distribution</b></p> <p>Expand your outlook to find new talent to bring into your organization. Technology is evolving, customer expectations are blossoming and new skill requirements are emerging. Make sure you are on top of today's talent expectations.</p> <p><b>Presenter:</b> Announcing soon!</p>
4:15 - 4:55 pm	<p><b>Future Leaders Panel</b></p> <p>Hear perspectives from MDM's Future Leader Award winners on their career priorities and meeting the workplace expectations of millennials and Gen-Z as these younger generations quickly become the majority.</p> <p><b>Panelists include:</b></p> <ul style="list-style-type: none"><li>• Bryant Argall - Estimating Manager, Core &amp; Main</li><li>• Announcing Soon!</li></ul>
4:55 - 5:00 pm	<p><b>Closing Remarks</b></p>

