



# Future of Distribution Summit Agenda

## April 13, 2021

### SESSION ONE - NEW DISTRIBUTION MODELS

All Times Eastern	Session
10:00 - 10:10 am	<p><b>Welcome &amp; Summit Overview</b></p> <p><b>Hosts:</b> Elizabeth Galentine - Editor in Chief, MDM Tom Gale - CEO, MDM</p>
10:10 - 10:45 am	<p><b>Leadership Reboot: Redefining Productivity in the New Workplace</b></p> <p>A new workplace environment is emerging. Zoom fatigue, career concerns and the pandemic "hangover" are real issues. Employees responded to the challenge of work-from-home during COVID-19 and now you'll be asking them to reinvent their workplace again. To take on the new normal effectively, shift your leadership focus to employee resilience, wellbeing and motivation, all of which have changed as a result of the pandemic.</p> <p><b>Presenter:</b> Jim Pouliopoulos - storyteller, educator, author</p>
10:45 - 11:00 am	<p><b>Innovation Case Study</b> - Sponsored by Infor</p>
11:00 - 11:40 am	<p><b>Keynote: Pandemic Innovations and the Future of Distribution</b></p> <p>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.</p> <p><b>Presenter:</b> Mark Dancer - CEO, Network for Business Innovation</p>
11:40 am - 12:00 pm	<p><b>Differentiation Models for the New Realities</b></p> <p>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.</p> <p><b>Presenter:</b> Tom Gale - CEO, MDM</p>
12:00 - 12:30 pm	<p><b>Break</b> - Networking Hall</p>



## 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.</p>
1:05 - 1:45 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:</b> Elizabeth Galentine - Editor in Chief, MDM</p> <p><b>Panelists include:</b></p> <ul style="list-style-type: none"><li>• Deb Swambar - SVP, Chief Human Resources Office, Crescent Electric Supply Company</li><li>• Joyce Lansdale - Vice President Corporate Accounts, Vallen</li><li>• Jennifer Murphy - President, NetPlus Alliance</li></ul>
1:45 - 2:00 pm	<p><b>Innovation Case Study</b> - Sponsored by Bloomreach</p>
2:00 - 2:30 pm	<p><b>Organizational Transformation - When Business and Culture Align</b></p> <p>When you reimagine the possibilities for the future of your business model you will also have a critical opportunity to revisit your cultural values to create a new alignment. Listening to the voice of the customer and the voice of your current and future workforce are key sources of data to inform your process. This alignment can help drive success and evolve your position as an industry leader. Exploring best practices for change leadership, transformation, as well as diversity, equity and inclusion we will provide takeaways for your business evolution.</p> <p><b>Presenter:</b> Sharon Newport - Interim CEO, DHI - Door Security + Safety Professionals</p>
2:30 - 3:00 pm	<p>Break - Networking Hall</p>



## SESSION THREE - TALENT DEVELOPMENT, RECRUITING & RETAINING

3:00 - 3:35 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, GRN Coastal (Global Recruiters Network-Coastal)</p>
3:35 - 3:50 pm	<p><b>Innovation Case Study</b> - Sponsored by Conexiom</p>
3:50 - 4:20 pm	<p><b>How to Build Next-Gen Talent Pipeline: The Mindset of Gen Z</b></p> <p>The speed at which your company can grow depends on your talent. Unlike products and services, you are competing with everyone for talent. Recruiting, developing and retain next generation employees starts with understanding the expectations, needs, priorities and mindset of Gen-Z. This presentation will share best practices in crafting your employee value proposition (EVP), designing effective internship programs, and rethinking your job titles and career paths. These practices will differentiate your organization in the eyes of future employees and can help you become a talent magnet.</p> <p><b>Presenter:</b> Bharani Nagarathnam - Associate Director, Master of Industrial Distribution Program, Texas A&amp;M University</p>
4:20 - 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>Moderated by:</b> Elizabeth Galentine - Editor in Chief, MDM</p> <p><b>Panelists include:</b></p> <ul style="list-style-type: none"><li>• Bryant Argall - Estimating Manager, Core &amp; Main</li><li>• Christina Nielsen - Director, Government Accounts, Lawson Products</li><li>• Mike Powers - Director of e-Commerce &amp; Digital Marketing, Alaska Rubber Group</li></ul>
4:55 - 5:00 pm	<p><b>Closing Remarks</b></p>

