



Building Opportunities Summit Master Schedule 2023

Thursday, Nov. 9

3:30 - 5:00 PM Registration

5:00 - 7:00 PM Welcome Reception – Exhibit Hall Preview

Dinner on your own

Friday, Nov. 10

7:30 - 8:30 AM Registration Continental Breakfast

8:30 - 9:10 AM **Industry Update – The Home Access Road to Success –**
Jim Greatorex, Vice President, VGM Live at Home

9:10 - 10:20 AM **Company Culture and Retaining Staff –**
A Panel Discussion – Martin Simenc,
President, Home Safety Services moderates a panel of industry leaders

10:20 - 10:30 AM Break

10:30 - 11:00 AM **Business Acumen 101 – Building a Scalable Business Model –**
Ron Naves JD, MBA and Terry Deever CPA, CGMA, CFP, Cumorah Consulting

11:30 - 12:00 PM **Competing for Retail Bathroom Remodels – There are ways!**
Jared Chevraux, Vice President, JTEK Solutions Group, LLC

12:00 - 1:15 PM Lunch

1:15 - 2:00 PM **Workplace Safety Make it Safe or Be Sorry!**
Bill Bohmbach, CEO, Home Healthsmith and
Nina Creech, Senior Vice President, Whole Home Innovation

2:00 - 2:30 PM **Producing Quality Estimates and Scope of Work -**
Rick Lair, President, Challenge Specialties

2:30 - 3:00 PM **Navigating State Waiver Programs and What States Needs from the
Home Access Industry**
Katie Dodd, Principal and Vice President of Business Development, Lifewise
CHM

3:10 - 4:00 PM **State Waiver MCOs – How to Make Waiver Work Part of Your
Pipeline**
Kathy Feeney, Managing Partner and COO, Omicello moderates a panel of
industry leaders

4:00 - 6:30 PM Exhibit Hall

7:00 - 8:30 PM Banquet Dinner

8:30 - 9:00 PM Awards and Raffles

9:00 - 10:00 PM **Comedy Hypnotist-**
Joseph Roberts

Saturday, Nov. 11

- 7:30 – 8:30 AM** Continental Breakfast
- 8:30 - 9:45 AM** **Marketing to Clinical Referrals – Effective Methods to Win Their Trust**
A panel discussion led by Cindi Petito, President, CHAS
- 9:45 - 11:00 AM** **Bathroom Remodels Growth Opportunities –**
A panel discussion led by Mike Foti, President, Innovate Building Solutions
- 11:00 - 11:15 AM** Break
- 11:15 - 12:00 PM** **An Apprenticeship Model for Home Access, How to Get One in Your State**
Darren Corcoran, COO, Cor Freedom/Vets Access
- 12:00 - 1:00 PM** Lunch
- 1:00 - 4:00 PM** **Round Table Discussions**
Topics to Include
- Overhead Lifts - Where Are the Opportunities**
 - Ramps - Opportunities in Residential and Commercial**
 - Consumer Financing**
 - Bath Remodels - Exploring Methods of Growth**
 - Working with 3rd Party Payers**
 - Marketing to the Clinical Community**
 - Digital Marketing**
 - Effective Estimates**

**Scheduled tracks are subject to change*



Building Opportunities
Summit 2023