

Issued: December 19, 2018
 National Sales Conference Agenda
 Atlantic Industries Limited, Algonquin Bridge & AIL Sound Walls
Finalized agenda to be handed out in hotel welcome package.

January 13th to 15th, 2019
 Hotel Monville (www.hotelmonville.com)
 1041 rue de Bleury, Montreal, Quebec, H2Z 1M7

Sunday, January 13th

Time	Location/Room	Event
2:00 pm to 5:30 pm	Hotel Monville	General Arrival, Check-In
6:15 pm to 9:30 pm	Hotel Monville Lobby	Depart Hotel Monville Lobby at via Cab at 6:15pm for NorthStar Pinball Bar via taxi. Sandwiches from Schartz' Famous Montreal Deli to be served. Address is 3908 Blvd St Laurent. (www.northstarpinball.com)

Monday, January 14th

Professional photos to be taken throughout course of the day, 7:30 am until 6:00 pm, sign-up sheet to be issued prior to NSC

Monday Morning Group Session

Time	Location/Room	Event
6:45 am to 7:45 am	Foyer – 2 nd Floor	Buffet Breakfast
8:00 am to 8:30 am	Monville – 20 th Floor	Welcome to Montreal and Introduction of the Wilson's: Stephan M. State of Union Address: Mike W., Riley W., Jenn W.
8:30 am to 9:30 am	Monville – 20 th Floor	2019 Strategy and SWAT Team Update: Jenn W. Top Customer Service: Led by Jason S. Operational Excellence: Led by Riley W. Employee Development: Led by Jennifer R. Fast Innovation: Led by Wayne F.
9:30 am to 12:00 pm	Monville – 20 th Floor	Pro Sales Topics with Guest Presenter and Facilitator Ron Tsang (rhtsang.com) <ul style="list-style-type: none"> - Characteristics of a Pro Sales Person: Led by Ron Tsang with Stephen M., Dale G., Jason S. - Public Speaking: Led by Ron Tsang - Delivering Successful Presentations: Led by Ron Tsang with Jason J.

		<ul style="list-style-type: none"> - Relationship Building: Led by Ron Tsang - Timely and Effective Communication: Led by Ron Tsang - Making Conversation: Led by Ron Tsang - Being Healthy at Home and on the Road: Led by Ron Tsang with Don M.
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Monday Lunch

12:00 pm to 1:00 pm	Foyer – 2 nd Floor	Lunch with Guest Speaker Ron Tsang
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Monday Afternoon Breakout Sessions

Time	Details (Max 30 people in session)	Details (Max 30 people in session)
1:00 pm to 1:50 pm	Breakout Session 1: Project Management Chair: Robert L., Co-Chair: Mike D. Location: Anderson – 2 nd Floor	Breakout Session 2: Salesforce Chair: Terry D., Co-Chair: Paul S. Location: Bleury – 2 nd Floor
2:00 pm to 2:50 pm	Breakout Session 3: Mining Roundtable Chair: Don M., Co-Chair: Sebastien G. Location: Anderson – 2 nd Floor	Breakout Session 4: Value Engineering Chair: Stephen M, Co-Chair: Randy M. Location: Bleury – 2 nd Floor
3:00 pm to 3:50 pm	Breakout Session 5: Northern Roundtable Chair: Keaton H., Co-Chair: Brad S. Location: Anderson – 2 nd Floor	Breakout Session 6: Value Engineering Chair: Stephen M., Co-Chair: Randy M. Location: Bleury – 2 nd Floor

Note: The top three breakout presentations will be recognized at the Tuesday Awards Banquet. Snacks and refreshments served throughout the afternoon.

Monday Afternoon Group Session

Time	Location /Room	Event
4:00 pm to 5:30 pm	Monville – 20 th Floor	Our Stories, Winning (and sometimes losing) Case Histories – 5 @ 15 minutes long each 1. AIL – Calgary Ring Road – Chris P./Nelson M. 2. ALG – Urban Rental Bridges – Fergus M. 3. Sound Walls – Southgate, Texas – Craig C. 4. AIL – Smyth Brook, NB DAS – Julien C. 5. AIL – Resilient Growth in Action – Jenn W., Phil C.

Monday Evening Group Event

Time	Details
6:30 pm to 10:30 pm	Depart Hotel Monville Lobby to walk to Auberge Saint Gabriel at 426 St Gabriel Street (12-minute walk) (aubergesaint-gabriel.com)

Tuesday, January 15th

Professional photos to be taken throughout course of the day, 7:30 am until 6:00pm, sign up sheet to be issued prior to NSC.

Tuesday Morning Group Session

Time	Location/Room	Event
6:45 am to 8:00 am	Foyer – 2 nd Floor	Buffet Breakfast – IT Update by Cameron M. (30 minutes plus HoloLens Demo)
8:00 am to 10:15 am	Monville – 20 th Floor	Departmental Updates (20 MINUTE MAX) 1. R&D and Engineering : Wayne F. 2. Quality & Safety: Steven P. 3. Financial: Wendy A. 4. Manufacturing: Riley W. 5. Human Resources: Jennifer R. 6. Purchasing: Trevor C. NOTE: UPDATES CAN BE DELIVERED BY MORE THAN ONE INDIVIDUAL BUT TO BE FAIR, MUST BE KEPT TO A MAXIMUM OF 20 MINUTES. SUGGEST THE USE OF A HANDOUT FOR DETAILED MATERIALS.
10:15 am to 10:30 am	Monville – 20 th Floor	Health Break
10:30 am to 12:15	Monville – 20 th Floor	Pro Sales Topics (20 MINUTE MAX) 1. Knowing Your Competition – Products and Sales People: Led by Stephen M. 2. Knowing Your Customers and Territory: Led by Terry D. 3. Working with Key Accounts: Led by Jason S. 4. The Importance of Tracking and Managing Market Share: Led by Jason J. 5. Working with Large CSP Accounts: Led by Kevin T., Gerald D.
12:15 pm to 1:00 pm	Foyer – 2 nd Floor	Lunch with Guest Speaker: World Explorer, Bernard Voyer – Bernard Voyer, speaks passionately about finding the drive to excel, the strength of teamwork, co-operation and initiative, and the importance of digging deep to reach our goals. (http://www.bernardvoyer.com/en/)

Tuesday Afternoon Breakout Sessions

Time	Details (Max 30 people in session)	Details (Max 30 people in session)
1:00 pm to 1:50pm	Breakout Session 1: Project Management Chair: Robert L., Co-Chair: Mike D. Location: Anderson – 2 nd Floor	Breakout Session 2: Salesforce Chair: Terry D., Co-Chair: Paul S. Location: Bleury – 2 nd Floor
2:00 pm to 2:50 pm	Breakout Session 3: Sound Walls Chair: Riley W., Co-Chair: Craig C. Location: Anderson – 2 nd Floor	Breakout Session 4: Selling Structural Plate Chair: Stephen M., Co-chair: Phil C. Location: Bleury – 2 nd Floor

3:00 pm to 3:50 pm	Breakout Session 5: Algonquin Bridge Chair: Dale G., Co-Chair: Joel V. Location: Anderson – 2 nd Floor	Breakout Session 6: Urban Roundtable Chair: Mark P., Co-Chair: Matt F. Location: Bleury – 2 nd Floor
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Note: The top three breakout presentations will be recognized at the Tuesday Awards Banquet. Snacks and refreshments served throughout the afternoon.

Tuesday Afternoon Group Session

Time	Location	Event
4:00 pm to 5:30 pm	Monville – 20 th Floor	Our Stories, Winning (and sometimes losing) Case Histories – 5 @ 15 minutes long each 1. Big R Bridge – Project/Lead to be Identified 2. Sound Walls– Greenbelt Station, College Park, Maryland, Craig C. 3. AIL – Super•Cor Champlain Bridge – Gerald D. 4. ALG – Fort of Saint John Bridge – Joel V. 5. AIL – Cox Station – Matt F.

Tuesday Evening Banquet Event

Time	Location	Event
6:00 pm to 10:00 pm	Monville – 20 th Floor	Reception and Group Banquet with Awards: Hosted by “Team Quebec” 6:00 pm to 6:50 pm – Reception – 2 nd Floor Foyer 7:00 pm - Banquet with Awards – Monville Room, 20 th Floor Recognize Three Top Breakout Presentations (Real-time voting)

NOTES:

- 1) PPT Template for Presentations distributed with Agenda on Monday, December 3rd.
- 2) Final agenda will be provided to attendees at check-in to hotel on Sunday, January 13th, 2019.
- 3) All presentation materials to be uploaded to OneDrive Link by end of business day Wednesday, January 9th. Cameron M. to supply link for uploads and manage submissions.
- 4) Quebec Roadbuilders Annual Meeting begins the evening of Wednesday, January 16th, and continues Thursday and Friday, January 17th, 18th, 2019 in Quebec City.
- 5) We'll have a photographer on site Monday and Tuesday for the day to do professional headshots of attendees (for personal and corporate use).
- 6) Computers and mobile phones must be turned to silent during all meetings.
- 7) Dress is “business casual” for all daytime meetings and “casual” for Sunday and Monday evening events. Requesting “business dress” for the Tuesday evening banquet event.
- 8) Technical Sales Training is planned for AIL employees on Wednesday, Jan 17th and Thursday, Jan 18th. Jennifer Roberts is planning technical training.