



**WESTERN INSULATION CONTRACTORS ASSOCIATION
ANNUAL CONVENTION – Estancia La Jolla Hotel & Spa
2022 Schedule**

Sunday, September 25, 2022

12:00-1:00PM Board & Spouse Lunch (*Hacienda Lawn*)
1:00-4:00PM Board of Directors Meeting (*Hacienda Boardroom*)
5:00-7:00PM Registration & Opening Reception (*Olive Garden*)

Monday, September 26, 2022 (*all Monday morning meetings in Pacifica Ballroom*)

6:30-7:00AM Registration/Breakfast (*Foyer*)
7:00-7:45AM NIA Update
7:45-8:00AM BREAK
8:00-9:30AM Keynote: "The Fred Factor – How to Sell & Lead Like Fred" by Mark Sanborn
9:30-9:45AM BREAK w/snacks
9:45-11:15AM Seminar: "Negotiation Strategies" by Dr. Blake Wentz

-Lunch on Own-

11:45-6:00PM Golf Tournament (*Del Mar Country Club Golf Course, meet in lobby*)
12:00-4:00PM Sea Kayaking (*Meet in lobby*)

-Evening Open-

Tuesday, September 27, 2022 (*all Tuesday morning meetings in Pacifica Ballroom Area*)

7:30-8:30AM Sponsors Tabletop Breakfast (*Hacienda Lawn & Pacifica Foyer*)
8:30-8:45AM BREAK (sponsors clean up)
8:45-9:15AM Contractor & Manufacturer Separate Business Meetings
Contractors (*Hacienda Boardroom*)
Associate/Affiliate (*Pacifica Ballroom*)
9:15-10:00AM WICA Annual Business Meeting (*Pacifica Ballroom*)
10:00-10:15AM BREAK w/snacks
10:15-11:15AM Contactor Meeting (*Hacienda Boardroom*)

-Lunch on Own-

7:00-8:00PM President's Reception (*Garden Courtyard*)
8:00-10:00PM President's Dinner (*Garden Courtyard*)