

OUR FEATURED SPEAKERS



DAVE MITCHELL
The Leadership
Difference, Inc

An award-winning educator, speaker and author, Dave has been providing leadership development, sales, and customer service training for over 30 years. He founded the Leadership Difference, Inc in 1995 after a successful career as a corporate human resources executive. Over 400,000 people have experienced Dave's "laugh and learn" style of teaching.

Dave has served as an adjunct professor at the University of Illinois, serves as chairman of the business advisory board at Walla Walla Community College and is designated as a Certified Advanced Wine Sommelier. He is a popular choice to host non-profit fundraisers in Walla Walla.

Dave is the author of four books. *Live and Learn or Die Stupid!* focuses on personal contentment and performance excellence. *The Power of Understanding People*, was an Amazon Editor's Choice for "Best Business Book." *The Power of Understanding Yourself*, was named "Top Read" by Training Magazine and Editor's Pick by getAbstract.com. *Peak Performance Culture: The Five Metrics of Operational Excellence* is scheduled for release in September 2020.



JEREMY BESS
ITR Economics

Jeremy Bess is a vital member of ITR Economics' team of expert economists and consultants. With a decade of consulting experience, he lends his expertise to the production of client reports, forecast reviews and research, and frequent communications with clients. Jeremy majored in economics at the University of Tampa and went on to earn a Master of Business Administration from the University of South Florida. His accomplishments include being featured on The Working Lunch podcast, speaking at the 2017 World Tea Expo, presenting a pricing workshop at the 2019 Burger King Global Convention, hosting a workshop at the University of South Florida's Executive Peer Workshop Series, and publishing several blogs and articles on economic developments.

Prior to joining the ITR Economics team, Jeremy got his start at an investment management and insurance advisory firm, researching economic and financial information to inform clients on investment strategies. From there, he held various positions at a business consulting and data analysis firm, working his way up to senior director of North America consulting services, a role in which he worked closely with C-suite executives to optimize business profitability.

2023 SPEAKERS

ADDRESSING TODAY'S ISSUES

"Leading a Peak Performance Culture"
by Dave Mitchell, The Leadership Difference, Inc.

"Prepare for 2024"
by Jeremy Bess, ITR Economics



WICA
2023 ANNUAL CONVENTION
BIG SKY ★ MONTANA
Big Sky Resort

Western Insulation Contractors Association • 669 South 200 East, Suite 200 • Salt Lake City, UT 84111

SAVE THE DATE

September 10-12, 2023

REGISTRATION DEADLINE

August 4, 2023.

(\$200 increase per registration after deadline)



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CONVENTION SCHEDULE

SUNDAY, SEPTEMBER 10, 2023

12:00PM-1:00PM	Board & Spouse Lunch
1:00PM-4:00PM	Board of Directors Meeting
5:00PM-7:00PM	Registration & Opening Reception

MONDAY, SEPTEMBER 11, 2023

6:30AM-7:00AM	Breakfast
7:00AM-7:45AM	NIA Update
7:45AM-8:00AM	BREAK
8:00AM-9:30AM	

Keynote: "Leading a Peak Performance Culture" by Dave Mitchell

9:30AM-9:45AM	BREAK
9:45AM-11:00AM	

Seminar: "Prepare for 2024" by Jeremy Bess

11:45AM-6:00PM	Golf Tournament (tee times only)
12:20PM-5:00PM	White Water Rafting
	Evening Open

TUESDAY, SEPTEMBER 12, 2023

7:30AM-8:30AM	Sponsors Tabletop Breakfast
7:45AM-8:00AM	BREAK
8:45AM-9:15AM	Contractor & Manufacturer Separate Business Meetings
9:15AM-10:00AM	WICA Annual Business Meeting
10:00AM-10:15AM	BREAK
10:15AM-11:15AM	Contactor Meeting with Union Leadership
	Lunch on Own
6:00PM-7:00PM	President's Reception
7:00PM-9:00PM	President's Dinner



WICA ANNUAL SPONSORS

WICA 2023 ANNUAL SPONSORS

PLATINUM

Aeroflex USA, Inc.
 Distribution International
 Farwest Insulation Contracting
 Johns Manville
 Owens Corning
 Performance Contracting Inc.
 RPR Products
 Specialty Products & Insulation
 WICA Northern California

GOLD

Alaskan Insulation Specialties
 Argus Contracting
 Bay Insulation Supply
 CertainTeed LLC
 Hudson Bay Insulation
 IDEAL PRODUCTS
 Insul-Therm Intl. Inc.
 Integrated Marketing Group
 Knauf Insulation
 Specified Technologies Inc.

SILVER

ALKEGEN
 Alpha Engineered Composites
 Armacell LLC
 FastEST Inc.
 MacArthur Co.
 Midwest Fasteners, Inc.
 OC FOAMGLAS
 Proto Corporation
 Summit Contracting LLC
 Zenith American Solutions

REGISTRATION DEADLINE FOR HOTEL AND WICA:

Thursday, August 4, 2023 | Register Online at wica1.com
 (\$200 increase per registration after deadline)



REGISTRATION INFORMATION

WICA REGISTRATION FEES

- Attendee: \$745 Member | \$900 Non-Member
- Spouse/Guest: \$645 Member | \$800 Non-Member
- Child (age 17 and under): \$300 Member | \$400 Non-Member

BIG SKY RESORT

- Group room rate: \$299/night LIMITED KING ROOMS, \$10 per night for additional person in room
- Parking: Self Parking FREE Valet Parking \$20 car/night
- Taxes: 22%

BIG SKY RESORT RESERVATION INFORMATION, DEPOSIT & CANCELLATION POLICY

To make a room reservation:

- Online: wica1.com for link to reservation website
- Phone: (800) 548-4486, Group Name: WICA Annual Convention

Failure to reserve a room by the deadline will result in reservations subject to the hotel's current rates and availability. Once WICA's room block has sold out, there is no guarantee that WICA will be able to add more rooms at the group rate. WICA's group rate available three days prior to and after the convention based on the hotel's availability. Hotel requires a deposit of first two night's charges (room, and tax) at the time of booking. The deposit is refundable up to 30 days prior to arrival. Full payment for remaining room, and tax will be taken 30 days prior to arrival and is nonrefundable if cancelled less than 30 days prior to arrival.

GOLF TOURNAMENT

Big Sky Golf Course \$100 per person (tee times only)

Combine classic links-style golf and the stunning natural beauty of Big Sky country, enjoy a golf experience like no other that is 6,500 feet above sea level!

WHITewater RAFTING

Gallatin River \$125

Whitewater raft through a beautiful rocky canyon in class I - III level big rapids on the Gallatin River (the same river the movie A River Runs Through It was filmed). Join us for a three hour adventurous trip where everyone paddles and gets wet through the longest stretch of whitewater in the region!

Contractors...haven't been to a convention in the past five years? Contact Carrie to get **HALF-OFF** your registration fee!!

SPONSORSHIP OPPORTUNITIES

Opening Reception - \$500

President's Reception - \$500

President's Dinner - \$500

Seminars - \$300

Morning Breaks - \$300

Keynote Breakfast - \$300

Golf Hole Sponsorship - \$300

