



SINCE 1936

BUILT TO A HIGHER STANDARD®

American Standard®

HEATING & AIR CONDITIONING

2024

American Standard

SPRING DEALER MEETING

Wednesday, March 13th - Thursday, March 14th

Renaissance Hotel Carmel
11925 N Meridian St
Carmel, IN 46032

THE POWER OF BEING IN

INsight

1

What we say and do matters, personally and professionally. Innovative products, people, and services reveal their invisible attributes by what is created. Intentions, integrity, and inspiration are woven together through engagement and entertainment. Sometimes, seeing is believing. Attendees will receive insights and strategies to increase personal and professional influence during and immediately after the event.

INteraction

2

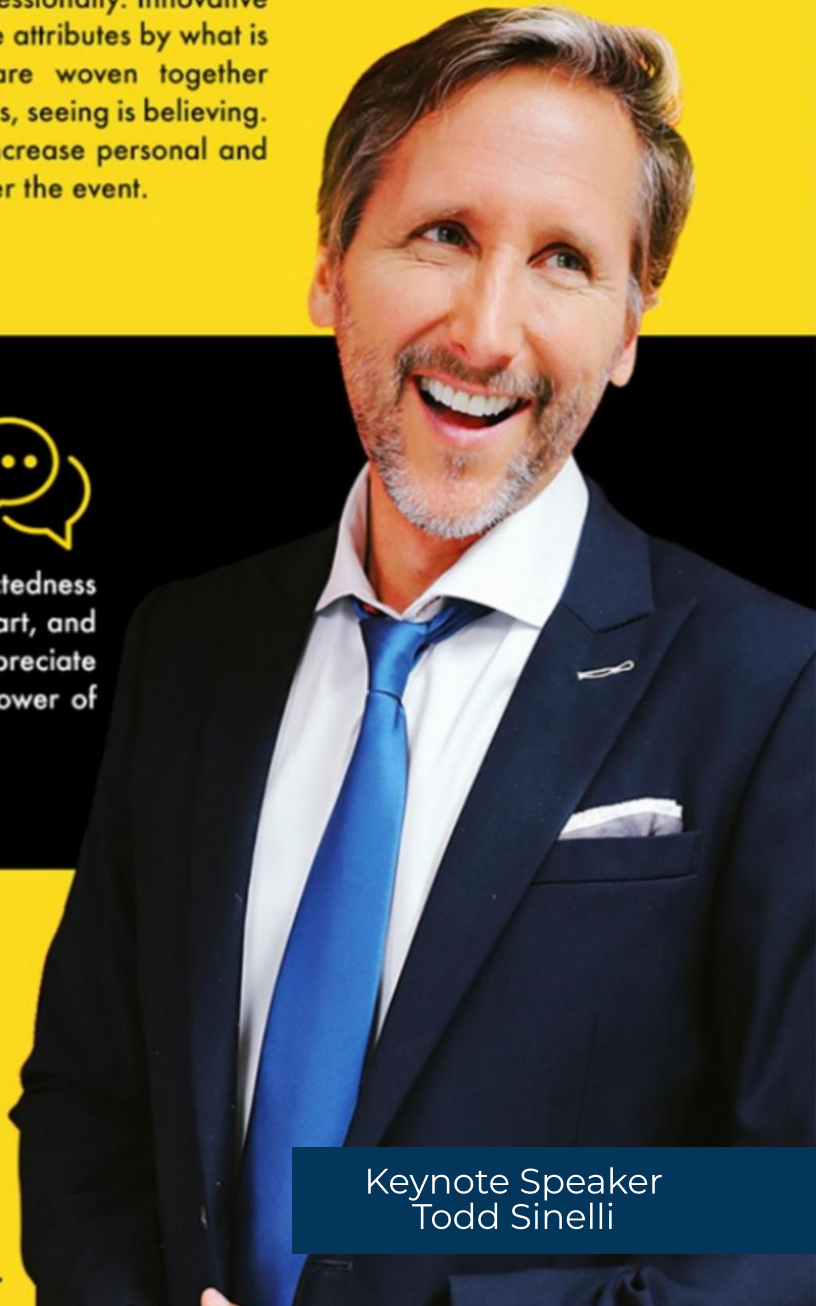


The power of information, inclusion, and interconnectedness shown through group experiences. Aligning the head, heart, and hands personally and professionally to expand and appreciate the power of being IN. Attendees will understand the power of words, those spoken to ourselves and to others.

3



Always INtelligent.
Always INcredible.
Always INnovative.
Always IN - INfinitely In.



Keynote Speaker
Todd Sinelli

Schedule

BUILT TO A HIGHER STANDARD®

American Standard®

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Wednesday, March 13th

4:00 PM - 5:00 PM	Hotel & Event Check-In
5:00 PM - 7:00 PM	Vendor Fair
7:00 PM - 7:45 PM	Dinner
7:45 PM - 8:45 PM	Welcome / Keynote Speaker - Todd Sinelli

American Standard
HEATING & AIR CONDITIONING

 MITSUBISHI
ELECTRIC

 Home™

 *Insperity*
Inspiring Business Performance®

 WELLS
FARGO

mediagistic

 pricebook™
DIGITAL

 Podium

SearchKings

FieldEdge
by xplor

 JB
WARRANTIES



ServiceTitan®

payzer®

 TETCO
Thermal Energy Transfer Company
by Enertech

 AMERICAN
ELECTRIC
POWER

aes

 CenterPoint
Energy

Thursday, March 14th

7:30 AM - 8:30 AM	Breakfast (Great Room)
8:30 AM - 8:35 AM	Welcome
8:35 AM - 11:30 AM	Morning Sessions - Mediagistic Capabilities (Adam Smith, Mediagistic) - 5 Ways to Leverage Texting to Book More Jobs (Keith Massey, Podium) - Leverage AI in Your Marketing (Lorne Sederoff, SearchKings) - The Importance of a Financing Offer to You and Your Customers & Introduction to New Long Term Financing Offers (Steven Johnson, Trane Technologies) - Upcoming R-454B Transition (Doug Kearns)
11:30 AM - 12:10 PM	Lunch
12:10 PM - 12:50 PM	Afternoon Session - Diagnostics and LINK Technology (David Lothe, Trane Technologies)
1:00 PM - 4:10 PM	Breakouts / Workshops
4:15 PM - 4:30 PM	Incentive Trip / Closing Remarks / Q&A

 **DUNCAN**
Supply Company, Inc.

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<p>1</p>	<p>Installation Best Practices and Tools for Managing the R-454B Transition</p>	
<p>2</p>	<p>Incorporating Social Media into Your Marketing Strategy Harness the power of American Standard social media with this introductory session on this ever changing landscape. We will cover best practices and take a deep dive into American Standard's strategy in the space along with tools and resources available to you as a dealer.</p>	<p>BUILT TO A HIGHER STANDARD® <i>American Standard</i>® HEATING & AIR CONDITIONING</p>
<p>3</p>	<p>Mitsubishi We will discuss the benefits of the Ductless Pro Program.</p>	
<p>4</p>	<p>Increase Profitability with Geothermal Learn how to grow revenues and profits with your existing workforce. What do the numbers say?</p>	
<p>5</p>	<p>Field Service Management Explore best practices to help you more efficiently manage Customer Relationships, Scheduling, Dispatch, Service, Sales, Marketing, Inventory, Payroll, Agreements, Accounting, and More.</p>	<p>FieldEdge by xplor <i>payzer</i></p>
<p>6</p>	<p>All About Insperity We will focus on the challenges companies are facing today from a human resources standpoint and how Insperity can assist in these areas to help our clients run better, grow faster, and make more money.</p>	
<p>7</p>	<p>Get to Know Mediagistic and How They Can Help You Market Your Business</p>	<p>mediagistic</p>
<p>8</p>	<p>How to Save 20+ Hours a Week with AI Use the power of texting and AI together to help you: offer quick, convenient support with texting - text missed calls so you never miss a lead! Keep customers informed every step of the way, from appointment confirmations to service updates. Engage customers with maintenance plan reminders and special offers. Combine AI + Automations to responsibly scale your texting efforts without losing that personal touch.</p>	
<p>9</p>	<p>Leverage AI in Your Marketing SearchKings presents: Call Intelligence. Dealers now have the ability to measure the results of all marketing campaigns. Take a deeper dive into how AI has changed Lead Generation and how you can use it in your business.</p>	<p>SearchKings</p>
<p>10</p>	<p>Wells Fargo Financing Breakdown We will breakdown the five different Wells Fargo credit plans and how to offer financing to your customers using these credit plans. We will cover the Wells Fargo process and digital tools.</p>	

Dealership Name: _____ DSC Acct #: _____
 Email: _____ Phone: (____) _____

Hotel Reservations Renaissance Hotel Carmel, 11925 N Meridian St, Carmel, IN 46032

Renaissance Hotel Carmel, at \$154 per night. Duncan Supply will cover the cost of one hotel room per dealership for Wednesday, March 13th. Any additional rooms will be at the Dealership's expense.

Attendee Information

1st Attendee Name _____

- Will attendee be joining us for dinner on Wednesday 3/13? _____ YES _____ NO
- Will attendee be joining us on Thursday 3/14? _____ YES _____ NO
- Will attendee need a hotel room? _____ YES _____ NO

If yes, Check-in date: _____ Check-out date: _____

2nd Attendee Name _____

- Will attendee be joining us for dinner on Wednesday 3/13? _____ YES _____ NO
- Will attendee be joining us on Thursday 3/14? _____ YES _____ NO
- Will attendee need a hotel room? _____ YES _____ NO

If yes, Check-in date: _____ Check-out date: _____

3rd Attendee Name _____

- Will attendee be joining us for dinner on Wednesday 3/13? _____ YES _____ NO
- Will attendee be joining us on Thursday 3/14? _____ YES _____ NO
- Will attendee need a hotel room? _____ YES _____ NO

If yes, Check-in date: _____ Check-out date: _____

4th Attendee Name _____

- Will attendee be joining us for dinner on Wednesday 3/13? _____ YES _____ NO
- Will attendee be joining us on Thursday 3/14? _____ YES _____ NO
- Will attendee need a hotel room? _____ YES _____ NO

If yes, Check-in date: _____ Check-out date: _____

For additional attendees, please complete a 2nd form.

Please RSVP no later than Monday, February 26th
 to training@duncansupply.com or by fax (317) 264-6689

