

4TH ANNUAL CONFERENCE
**NORTHEASTERN EMERGENCY
POWER CONFERENCE**

JUNE 16-19, 2024 SPRINGFIELD, MA

SCHEDULE AT-A-GLANCE

SUNDAY, JUNE 16, 2024

2:30 PM – 5:00 PM Conference Check-In | Exhibitor Set Up

5:30 PM – 8:00 PM Welcome Reception & Dinner

MONDAY, JUNE 17, 2024

7:30AM – 8:45AM Registration & Breakfast in the Exhibit Hall

8:45AM – 9:00AM Welcome Remarks in the General Session Room

9:00AM – 10:00AM General Session: **Keynote: “Two Legs Shorted to Ground”** – Hayden Bailey, Generator Technician (a.k.a. Limb Loss Boss)

10:15AM – 11:15AM General Session: **“The Obstacles of Creating Good Jobs”** – Sandhya Mahadevan, Fellow, Good Jobs Institute, MIT Sloan Research Affiliate

11:30AM – 12:30PM General Session: **“The Good Jobs Strategy: How Some Companies Leverage People Investment to Win with Customers”** – Sandhya Mahadevan, Fellow, Good Jobs Institute, MIT Sloan Research Institute

12:30PM – 1:30PM Lunch in the Exhibit Hall

1:30PM – 4:15PM Concurrent Breakout Sessions (Multiple Tracks)

HR/OPERATIONS

1:30PM – 3:15PM **“Effective Management of Difficult or Struggling Employees”**
Dulcee Loehn, Business & Executive Coach, FocalPoint Coaching & Training

3:30PM – 4:15PM **“Grief: A Hidden Safety Risk”** – Jennifer Landon, VP of Education & Workforce Development at ABC NH/VT and Founder of Your Grief Matters

SERVICE/TECHNOLOGY

1:30PM – 2:15PM **“Why Thermal & Acoustic Insulation is Essential”** – Lincoln Sheppard, Lead Sales Engineer, Orange County Thermal Industries Inc. (OCTI)

2:30PM – 3:15PM **“DOT Compliance: The Ins and Outs of Complying as a Service Provider”** – Catherine (Cate) Brooks, President, C Brooks DOT Training and Compliance LLC

3:30PM – 4:15PM **“Leveraging Technology to Boost ROI & Modernize Your Sales Process”** – Chris Stilwell, Founder & Head Coach, TSSG (a Generac Authorized Sales Training Provider)

SALES & MANAGEMENT WORKSHOPS

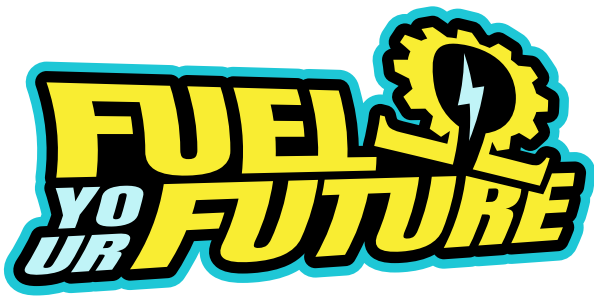
Sessions by Anne Kroger, Owner, Kroger Grant Consultants

1:30PM – 2:15PM **“Powerful Public Speaking”**

2:30PM – 3:15PM **“Successful Conversations”**

3:30PM – 4:15PM **“Find Your Why”**

4:15PM – 6:00PM Happy Hour & Networking in the Exhibit Hall



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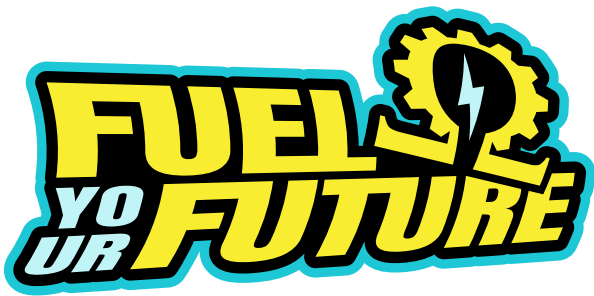
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SCHEDULE AT-A-GLANCE

TUESDAY, JUNE 18, 2024

- 7:30AM – 8:45AM Registration & Breakfast in the Exhibit Hall
- 8:45AM – 9:00AM Welcome Remarks in the General Session Room
- 9:00AM – 10:00AM General Session: **Keynote: “Respons-Able Leadership: Being the Lighthouse in a Storm”**
Ben Killoy, Veteran & Motivational Speaker, Ben Killoy Speaks
- 10:15AM – 11:15AM General Session: **“The AHJ’s Look into Emergency Management Protocols within OnSite Power”** – Edward M. Browne, Consultant, Joint Commission Resources
- 11:30AM – 12:15PM General Session: **“Case Study: Navigating a Complete Switchgear Upgrade in the Healthcare Environment”** – James Kerschinske & Dave Kimmey, Enercon
- 12:30PM – 1:30PM Lunch in the Exhibit Hall
- 1:30PM – 4:15PM Concurrent Breakout Sessions (Multiple Tracks)
- SALES & MANAGEMENT WORKSHOP**
- 1:30PM – 4:15PM **“The Simple Secrets to Improving Sales Without Increasing Costs” (3 Part Series)**
Dulcee Loehn, Business & Executive Coach, FocalPoint Coaching & Training
- TECHNICAL SESSIONS**
- 1:30PM – 3:15PM **“HVO / Renewable Fuel: A Revolutionary Development to Ensuring the Stability of Long-Term Stored Fuels”** – Matt Leuck, Renewable Fuels Technical Expert, Neste and David McCallum, Senior Sales Manager, Rolls-Royce Solutions America, Inc.
- 3:30PM – 4:15PM **“Zero Tolerance: The Challenges of High Pressure Common Rail Fuel Pumps in Emergency Power Applications”** – Erik Salvato, Owner, Diesel Fuels Injection
- LEADERSHIP SERIES**
- Sessions by Ben Killoy, Veteran & Motivational Speaker, Ben Killoy Speaks
- 1:30PM – 2:30PM **“Have Extreme Ownership as a Self-Aware Leader”**
- 2:45PM – 3:30PM **“Leading with Empathy & Strength”**
- 3:45PM – 4:30PM **“Adaptive Leadership: Identifying Your Constants & Variables”**
- “FUEL YOU!” INTERACTIVE WORKSHOPS**
- Sessions by Anne Kroger, Owner, Kroger Grant Consultants
- 1:30PM – 2:15PM **“Powerful Public Speaking”** – a deeper dive from Monday (limited to 20)
- 2:30PM – 3:15PM **“Successful Conversations”** – a deeper dive from Monday (limited to 20)
- 3:30PM – 4:15PM **“Find Your Why”** – a deeper dive from Monday (limited to 20)
- 4:30PM – 6:00PM Happy Hour & Networking in the Exhibit Hall
- 6:00PM – 8:30PM Dinner & Networking in the General Session Room

See you at 6:00 PM
for dinner &
entertainment!



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WEDNESDAY, JUNE 19, 2024

7:30AM – 8:55AM Registration, Breakfast with Special Guest Presentation in the Exhibit Hall

9:00AM – 12:15PM Breakout Workshops

TRAINING WORKSHOPS

9:00AM – 10:30AM **“Advanced Sales Training: Selling to the Modern Buyer with Solution-Based Sales”**
Chris Stilwell, Founder & Head Coach, TSSG (a Generac Authorized Sales Training Provider)

9:00AM – 10:30AM **“DOT Compliance: Setting Up Driver Qualification Files”**
Catherine (Cate) Brooks, President, C Brooks DOT Training and Compliance LLC

10:45AM – 12:15PM **“Insurance Assessments: Protect your People, Profit and Reputation”**
Eric Horner, Vice President, The Rowley Agency

10:45AM – 12:15PM **“Electrical Code Updates”** – Timothy Mikloiche, Founder, Electrical Training Services & Chief Building Official/Supervisor of Inspections, West Hartford, CT

Technical and Education Sessions Continued

9:00AM – 9:45AM **“Bringing in New Talent and Meeting Younger Generations Where They Are”** – Darell Ignelzi, Technical Training Specialist

10:00AM – 10:45AM **“An Insider's Scoop on Managing the Daily Fires Involving Technician Training, Retention and Workflows”** – Raymond Macglashing, Generator Service Manager, Power Products

11:00AM – 12:00PM **“Help Avoid Costly Maintenance Issues: Importance of Pre-Planning in Fuel Tank Design for Emergency Power”** – Michelle Hilger, Diesel Fuels Specialist, Mongoose Power Solutions

Pricing

Full-Access Pass: \$1,750 (Individual Day Passes Available for Discount)

If you are an end-user, engineer, educator, or facility manager, contact us for discounted rates.

Group Discounts: Contact us for a discount when you register two or more people from the same company.



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EMAIL

STAY CONNECTED!

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