# Wednesday, June 19, 2024

06:00 PM – 06:30 PM Reception (DoubleTree Hotel)

06:30 PM – 07:10 PM Dinner and Introductions

07:15 PM – 08:00 PM Hilti Sales Model & How they go to market (Justin Sandoval)

# Thursday, June 20, 2024

06:30 AM – 07:30 AM Breakfast (DoubleTree Hotel)

07:45 AM – 08:00 AM Transportation to Founders' Training Center

08:00 AM – 08:15 AM Introduction to Evergreen

08:15 AM – 09:00 AM **DeWalt**- PAT & Gas Fastening (Classroom)

09:00 AM – 09:45 AM **STI**- FireStop(Classroom)

09:45 AM – 10:00 AM Break

10:00 AM – 10:45 AM **PFERD**- Abrasives (Classroom)

10:45 AM – 12:15 PM Hands-on Rotation (STI, DeWalt, PFERD)

12:15 PM – 01:15 PM Lunch

01:15 PM – 02:15 PM **Husqvarna** - Diamond Blades & Bits (Classroom)

02:15 PM – 02:45 PM **DeWalt** – Mechanical and Adhesive Anchors (Classroom)

02:45 PM – 03:00 PM Break

03:00 PM – 04:30 PM Hands-on Rotation **(Husqvarna Barrels and Blades (2 Stations), DeWalt)**

04:30 PM Wrap up & Transportation to Hotel

# Friday, June 21, 2024

06:30 AM – 07:30 AM Breakfast (DoubleTree Hotel)

07:45 AM – 08:00 AM Transportation to Founders Training Center

08:10 AM – 09:10 AM **DeWalt**- Carbide & Hammers (Classroom & Hands On)

Preferred Supplier (PS) will provide direct product comparison only to Hilti. PS will provide cross over sheets for their product in regards to Hilti product. PS will DEMONSTRATE their online submittal / substitution program (if applicable). **PS will develop two exercises** for the students that will involve using the online programs and or **develop two exercises** for the students that will involve using the crossover information to develop a quote for a customer. Students should be able to tell us what phase of construction these products are found, and which contractor uses the product.

09:10 AM – 10:10 AM **STI –** Firestop

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10:10 AM – 10:25 AM Break

10:25 AM – 11:00 AM **Plans/ Specs Overview (Wade)**

11:00 AM – 01:00 PM Working lunch/ Group Classroom Exercise

01:00 PM – 02:30 PM Student ExerciseSolutions / Plans and Specs Presentation

02:30 PM Survey Completion and Departures