

# 2024 JLC LIVE New England CONFERENCE PROGRAM *Program-at-a-Glance*

WORKSHOP					EVENTS							
MA CSL Workshop	THURSDAY, March 21 7:30 AM - 2:30 PM					THURSDAY, March 21			FRIDAY, March 22		SATURDAY, March 23	
	THMACSL Massachusetts Construction Supervisor Licensing 6 Hour Workshop - Building & Energy Code Changes [MA CS Course #CS 4410] (boxed lunch included) Peter Lawton					CHH Conference Happy Hour 4:00 pm - 6:00 pm			WICP Women in Construction Panel 1:30 pm - 3:30 pm		JLSP Cup of Joe: No Such Thing as a Free Thermodynamic Lunch 8:00 am - 9:00 am	
CLASSES												
	THURSDAY March 21				FRIDAY March 22				SATURDAY March 23			
	7:30 AM—9:00 AM	9:30 AM—12:30 AM	1:30 PM—3:00 PM	3:30 PM—5:00 PM	7:30 AM—9:00 AM	9:30 AM—12:30 AM	1:30 PM—3:00 PM	3:30 PM—5:00 PM	8:00 AM—9:30 AM	10:00 AM—11:30 AM		
CONSTRUCTION SKILLS & TECHNIQUES	TH01 High Performance Building in a Nutshell - Let's Crack This Nut to Talk About the Basics of Building Better Homes Stephen DeMetrick	TH05 Healthy Homes: HVAC & Indoor Air Quality Jon Erickson	TH09 An Introduction into Building Science for Anyone! Aron Jones	TH13 Efficient and Versatile Jobsite Work Stations Brian Campbell	FR01 The Layout of a Custom Roof Part 1 Ryan Smith	FR06 Deflection, Drainage, and Drying: Building Walls that Work Doug Horgan	FR10 Understanding the Un-equal Slope Roof Loran Stara	FR14 Why Indoor Air Quality and ERVs are relevant in Residential Construction Jon Wells	FR15 Panel: Bugs, Mold and Rot: A Discussion of Common Building Failures Joe Lstiburek, Clayton DeKorne moderator w/Stephen Demetrick, Doug Horgan, Ben Bogie		SA01 The Layout of a Custom Roof Part 2 Ryan Smith	SA05 Understanding Common "Red Flag" Code Violations: How to Spot Them, and More Importantly.....How to AVOID Them Loran Stara
	TH02 Managing a Job by the Numbers Tim Faller	TH06 Job Scheduling Basics Mike Patterson	TH10 Project Management: The Order of Process and Coordinating Trades Jeremy Kassel	TH14 Project Management for the Lead Carpenter Doug Horgan	FR02 The 5 Most Important Meetings You Can Have to Master Production Tim Faller	FR07 How to Keep a Client Happy in 10 Ways Nick & Tyler	FR11 The Lead Carpenters Greatest Challenge... Managing the Project While Mastering the "Soft Skills" Required to Meet Expectations Mike Whalen				SA02 A Carpenter's Observations on Jobsite Management Nielsen Crist	
BUSINESS OPERATIONS	TH03 If It Rewarded You with a 10% Net...Would You Pay Attention? Brian Altmann	TH07 Top 10 Mistakes Contractors Make in Quickbooks Online, and How to Fix Them Samantha Hallburn	TH11 Organizing for Success: 5 Steps to Implement Standard Operating Procedures David Lupberger	TH15 A Guide to Capturing All of Your Costs Nick & Tyler	FR03 Quickbooks Online For Contractors Samantha Hallburn	FR08 Charging for the Estimate...Please Tell Me That You Are! Brian Altmann	FR12 Navigating An Unpredictable Workforce: Building A Construction Team That Will Work Across Generations Scott Beebe				SA03 Where Are the People? Navigating Gen Z and Building a Construction Company That Attracts the Right People Scott Beebe	
MARKETING & LEAD GEN	TH04 Get Better Leads and Close More Sales by Leveraging Client Feedback Tanya Bamford	TH08 Social Media Mastery Bootcamp for Beginners Shannon Vogel	TH12 7 Ways to Ensure the Phone NEVER Stops Ringing! Andalee Powers	TH16 EXTREME Content Marketing: Advanced Tactics to Capture Your Target Customer Mark Harari	FR04 How to Stand Out, Attract the Best Clients, and Win Every Sale that Comes Your Way Mark Harari	FR09 How to Create a Remodeling Marketing Plan Joaquin Erazo						
SALES & DESIGN	DETAILED DESCRIPTIONS for all JLC LIVE education can be found at <a href="http://jlclive.com">jlclive.com</a> Click on EDUCATION tab & select "2024 SESSIONS"			TH17 WINNING the Sale, Looking Beyond the Product to Increase Profits Michelle Merck	FR05 Making the Most of SketchUp- It's More Than Pretty Pictures Mike Patterson		FR13 Managing the Custom Remodeling Process: Understanding and Guiding an Exceptional Homeowner Experience David Lupberger			SA04 The Real Rebuild – How I Built My House and my Business Matt Risinger		
NEW! EN ESPAÑOL						Show Floor Clinica En Español - Builders Workshop, Mike Sloggatt Stage Instalación de Ventanas - Cero Llamadas de Regreso Tony McKlem & David Parraguirre	FR05 Sabes Cómo Administrar tu Empresa? Tony McKlem		SAES01 Estimar o Cotizar? Ésa es la Pregunta Tony McKlem	SAES02 Los Cuatro Fundamentos Para Iniciar en Construcción Luis Rivera		

as of Feb 1, 2024 - subject to change