



LET'S MAKE IT HAPPEN APRIL 15-17, 2020

POPULAR RETURNING CONVENTION FEATURES!

NIA's popular Silent Auction returns at Convention 2020 on Friday—an exciting evening of competitive bidding on fantastic prizes for 2 great causes: Folds of Honor and NIA's Foundation for Education, Training, and Industry Advancement!

Updated registration rates for kids: Children 5 or younger may now come to Convention for FREE! Additional discounted registration rates are available for children under 17 years of age. **Click here for more information.** We hope your whole family will be able to join us in Scottsdale!



www.insulation.org/convention2020

NIA | National Insulation Association®

The National Insulation Association (NIA) invites you to join your industry colleagues April 15–17, 2020, at the JW Marriott Scottsdale Camelback Inn Resort & Spa in Scottsdale, Arizona.

The Convention theme—**LET'S MAKE IT HAPPEN**—will be woven into the education and networking elements, with each new action and commitment multiplying and moving us forward. We at NIA are excited to welcome attendees from all segments of the mechanical insulation industry to Scottsdale!



NIA MEMBERS

NIA members are paramount to the success and future of our organization, and it is important that first-time Convention attendees and new members are current on the benefits afforded them through NIA membership. If this is your first Convention, please indicate so during registration. If you have any questions, please email membership@insulation.org.

Let's Make It HAPPEN

KEYNOTE PRESENTATIONS

5 Strategies to Building Valuable Relationships

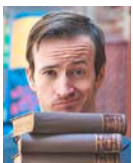
Jimmy Yeary, Grammy-nominated Songwriter



Grammy-nominated Songwriter Jimmy Yeary has influenced millions of people with his music. A few of his co-writing hits include “I Drive Your Truck” from Lee Brice, and “Why Wait” from Rascal Flatts. Through the power of creating authentic connections, Jimmy will help attendees see the importance of emotional awareness and shared experiences in building effective teams and strengthening relationships in and out of the workplace. Plus, don’t miss out on NIA’s first-ever custom song, which Jimmy will write with the help of NIA attendees and debut during his keynote presentation. Visit www.vimeo.com/358118038 to watch Jimmy’s video.

An Engineer’s Secret to Being Happier, More Productive, and Less Stressed

Andrew Tarvin, Humor Engineer



Humor works at work! Using data-backed research and experiential examples, Keynoter Andrew Tarvin will demonstrate how humor can help increase team productivity, reduce stress, and create a positive work culture. Learn how to create a humor mindset that is practical, actionable, and gets results in the workplace—all while you have more fun! Visit www.vimeo.com/360332611 to watch Andrew’s video.

96% of 2019 Convention attendees indicated the networking with new customers met or exceeded expectations



KEY DATES

MARCH 4, 2020

Golf Shirt Order Deadline

MARCH 18, 2020

Silent Auction Donation Deadline

MARCH 20, 2020

**Early-bird, Hotel Reservation, and
Golf Tournament Deadlines**

EDUCATIONAL PRESENTATIONS

2020 Vision for Top Talent and Recruitment Strategies

*Robyn Kavanagh, Director, Human Resources,
Performance Contracting Group*

*Cecily Bee, Manager, Diversity & Inclusion,
Performance Contracting Group*



As the landscape of the workforce in our industry shifts, our HR strategies must continually evolve to meet the needs of our employee population. In this session, we will explore the industry-wide focus on pipelining talent and retaining top performers and discuss strategies for diversity outreach. Additionally, we will delve into what it means to put “People First” in an organization and how organizations can demonstrate their commitment to employee success and well-being.

Technical Presentations

Learn from the experts on technical topics selected by NIA’s Technical Information Committee.

2019 Safety Excellence Award

Join us as we recognize and congratulate winners of NIA’s 2019 Safety Excellence Award! This national award is the industry’s highest safety honor and recognizes top companies that have established structured safety programs to ensure the well-being of their employees and create safe working environments.

NIA’s Premier Industry Manufacturer Awards Presentation

This program helps to recognize and distinguish exemplary companies as industry advocates and leaders. Join us as we find out which NIA member companies will receive recognition for 2020.

COMMITTEE SESSIONS

Committee sessions, based on topics suggested by members, feature industry-specific speakers sharing trade and business knowledge, and encouraging peer-to-peer learning. You do not have to be a committee member or have previously attended a meeting to participate in any of these sessions. Your participation is welcomed and encouraged.

95%

of 2019 Convention attendees indicated the overall content quality of the session was excellent or good



JW MARRIOTT SCOTTSDALE CAMELBACK INN RESORT & SPA



Located at the base of Mummy Mountain, and facing Camelback Mountain, the JW Marriott Scottsdale Camelback Inn Resort & Spa, touts the motto “Where Time Stands Still” for its relaxing, Zen-like atmosphere. The resort is located 25 minutes from Phoenix Sky Harbor International Airport. The hotel offers a variety of on-site activities, including:

- **Dining:** There are 4 restaurant venues on the property. All restaurants have outdoor seating options, and 2 bars offer Happy Hour daily.
- **The Spa at Camelback Inn:** This full-service spa features 32 treatment rooms, outdoor pool, fitness center, and a restaurant. The spa offers Convention attendees a 20% discount off any 1-hour spa treatment (excluding salon services). **This discount is only available April 15-17**, and attendees must mention “NIA” when making an appointment.
- **Golf:** Just a short drive away, guests can enjoy 36 holes of championship golf, putting greens, and a driving range. Complimentary driving range use is included in the resort fee.
- **Pools:** The Jackrabbit Pool complex includes a heated pool with lap lanes, 2 whirlpools, adult and children’s pools, and a restaurant.
- **Outdoor Activities:** Basketball; 6 tennis courts; 6-hole chipping course; putting green; shuffleboard; playground; and hiking, biking, and walking trails.
- **Scottsdale Area:** Old Town Scottsdale offers a variety of unique shops and restaurants, and is only a 15-minute drive from the hotel.

HOTEL RESERVATION INFORMATION

Hotel Reservation Deadline:

March 20, 2020

NIA Discounted Room Rate

\$299 per night, plus state and local taxes, and daily hotel service fee. Discounted hotel service fee rate of \$19, plus tax per room, per day. NIA’s discounted hotel rate is available before and after Convention from April 11-19, 2020, based on availability.

Reservations:

Call 1-800-582-2169 and mention you are with the National Insulation Association.

If you plan on coming in early, please note that because of the Easter holiday, there are limited rooms available at the discounted rate prior to NIA’s convention. It is recommended that you make your reservation as soon as possible.



2020 PRELIMINARY CONVENTION SCHEDULE

<p>MONDAY, APRIL 13 (CLOSED MEETINGS)</p>		<p>Afternoon/Evening (CLOSED MEETINGS)</p> <ul style="list-style-type: none"> Executive Committee Meeting Past Presidents Reception and Dinner
<p>TUESDAY, APRIL 14 (CLOSED MEETINGS)</p> <p>ARRIVAL DAY</p>	<p>Morning (CLOSED MEETINGS)</p> <ul style="list-style-type: none"> Board of Directors and Spouse Breakfast Past President Advisory Council 	<p>Afternoon/Evening (CLOSED MEETINGS)</p> <ul style="list-style-type: none"> Board of Directors Meeting and Lunch Education and Training Committee Foundation Steering Committee Dinner Registration (OPEN TO ALL ATTENDEES)
<p>WEDNESDAY, APRIL 15</p> <p>WELCOME DAY</p>	<p>Morning</p> <ul style="list-style-type: none"> Registration Networking Breakfast Committee Sessions 	<p>Afternoon/Evening</p> <ul style="list-style-type: none"> General Session and Luncheon Committee Sessions Regional/National Committee (CLOSED MEETING) Can/AM Meeting (OPEN TO ALL CANADIAN CONVENTION ATTENDEES) Convention First-Timer and VIP Reception (CLOSED EVENT) Welcome and Appreciation Evening: Glamping under the Stars
<p>THURSDAY, APRIL 16</p>	<p>Morning</p> <ul style="list-style-type: none"> Registration Networking Breakfast Welcome and Keynote Speaker Presentation: 5 Strategies to Building Valuable Relationships NIA Business Session 2019 Safety Excellence Award NIA's Premier Industry Manufacturer Awards Presentation Spouse Program: Create Your Own Custom Drink Rim Technical Presentations 	<p>Afternoon/Evening</p> <ul style="list-style-type: none"> NIA's Golf Tournament—Padre Course at the Camelback Golf Club (SEPARATE REGISTRATION IS REQUIRED) Open Networking Evening—Enjoy Scottsdale!
<p>FRIDAY, APRIL 17</p>	<p>Morning</p> <ul style="list-style-type: none"> Registration Keynote Presentation and Breakfast: An Engineer's Secret to Being Happier, More Productive, and Less Stressed Educational Session Spouse Program: Guided Desert Powerwalk 	<p>Afternoon/Evening</p> <ul style="list-style-type: none"> Open Time for Individual Member Meetings Council of Committees and Board of Directors Lunch (CLOSED MEETING) Farewell Reception and Dinner Hosted Dessert Hospitality Suites NIA's Silent Auction

Please book your travel to arrive by Tuesday, April 14, so you can take full advantage of the educational and networking programs scheduled on Wednesday morning.

This information is subject to change. For the most current information, or to see NIA's Entertainment Policy, visit www.insulation.org/convention2020. All Convention sessions and evening events are casual—golf shirts and resort wear are recommended during the day, and casual resort wear is recommended at evening events.

To register for NIA's 65th Annual Convention, please visit www.insulation.org/convention2020.

94%

of 2019 Convention attendees indicated the program content/education met or exceeded expectations.

NETWORKING EVENTS

NIA's Convention schedule is designed to offer networking time, a variety of evening events and entertainment, and open time to allow attendees the opportunity to schedule their own meetings.

NIA'S SILENT AUCTION



FRIDAY, APRIL 17

NIA's biennial Silent Auction will take place on the final night of Convention, which allows attendees plenty of time to familiarize themselves with the available prizes! This popular event offers a raffle and a variety of extravagant donations. Net proceeds will benefit Folds of Honor, which provides educational scholarships to spouses and children of America's fallen and disabled service members, and NIA's Foundation for Education, Training, and Industry Advancement.

The 2020 Silent Auction Task Force is actively seeking donations. Suggested donations include golf equipment or outings, trips or vacation home-stays, jewelry, designer handbags, hunting/fishing excursions, electronic items, artwork, Broadway show tickets, sporting event tickets, spa packages, and fine wine and spirits. Donors may also make cash donations, which NIA staff will use to purchase items for the auction on their behalf. If you would like to donate or would like more information, please contact Aimee Doyle at events@insulation.org or 703-464-6422.



WEDNESDAY, APRIL 15

Convention First-Timer and VIP Reception

If this is your first NIA Convention, be sure to RSVP to this invitation-only cocktail reception, where you will have the opportunity to network with NIA leadership and industry leaders, and also enjoy getting to know fellow members of NIA.

Welcome and Appreciation Evening— Glamping under the Stars

Enjoy the great outdoors under the desert sky during this family-friendly evening! The reception will feature an astronomer, lawn games, and a caricaturist. Or, you can relax around one of the outdoor fire pits and roast a s'more while you listen to live music. There is something for everyone at the first networking event of the week! The evening includes a full meal and bar.*

THURSDAY, APRIL 16

Open Night

Network on your own in beautiful Scottsdale, Arizona!

FRIDAY, APRIL 17

Farewell Reception and Dinner

Join us for the finale of NIA's Convention! This event includes a cocktail reception*, a full meal with wine service, and an opportunity to celebrate our outgoing NIA President, Dana VlK of Distribution International, Inc.

Hosted Dessert Hospitality Suites

Immediately following the Farewell Dinner, participating Associate (Manufacturer) member companies will tempt you with unique desserts and hosted bars. Attendees will have the opportunity to enter a drawing for a special raffle prize this evening by visiting each hosted suite and completing the dessert bingo raffle card. Plan to visit each suite and extend your time networking with industry friends while enjoying the sweetest event of the week.

* DUE TO LOCAL LAWS, DRINK TICKETS ARE REQUIRED.



NIA'S GOLF TOURNAMENT

Designed by world-renowned golf course architect Arthur Hills, the Padre Course at the Camelback Golf Club features towering trees, subtle landforms, and impressive bunkering to sharpen your game. The course is located just a short drive from the hotel, and the hotel provides a complimentary resort shuttle to and from the golf course.

On Thursday, April 16, the 18-hole scramble will have a 12:30 p.m. shotgun start. Gather your industry colleagues and friends for an afternoon of networking and friendly competition! Preference will be given to foursomes.

Pre-registration is required, and the per-player fee of \$240 includes all tournament costs, a boxed lunch, GPS golf cart, prizes, and golf-bag pickup and return on the day of the tournament. Optional club rentals are available through the golf course for \$60, plus tax, and will be billed by the course to your hotel reservation the day of the tournament. NIA's Golf Tournament is very popular, and spaces are limited, so we encourage you to sign up early.

2020 GOLF SHIRTS

Golf shirts are available in men's and women's styles. The green Adidas golf shirt features the NIA and Camelback Golf Club logos, and is available for \$55, plus shipping and handling. Shirts will be shipped to you prior to Convention. The deadline to order shirts is March 4, 2020.

SPOUSE EVENTS

THURSDAY, APRIL 16

Create Your Own Custom Drink Rim
A bar expert will educate attendees on what drink rims pair best with a variety of beverages. Attendees will also have the opportunity to create their own custom rim blend to take home. Sample cocktails will be tasted during the program, and light snacks will be served.

FRIDAY, APRIL 17

Guided Desert Powerwalk
Enjoy stunning views of the valley, desert landscape, Mummy Mountain, and beautiful large homes in the area. This guided 3.5-mile powerwalk is suitable for most fitness levels! Water is supplied, and a camera is recommended.

THERE IS NO ADDITIONAL CHARGE FOR THESE EVENTS; HOWEVER, SPACE IS LIMITED AND WILL FILL UP QUICKLY.



DISCOVER SCOTTSDALE!

Experience Scottsdale—from the lush Sonoran Desert to the nearby Camelback and Mummy mountains, the charm of Old Town Scottsdale, the chef-driven restaurants, desert botanical gardens, and peaceful night skies. Scottsdale is ready to welcome NIA attendees for a relaxing getaway or exciting adventures.

The JW Marriott Scottsdale Camelback Inn Resort & Spa concierge staff members are happy to assist NIA Convention attendees in discovering and scheduling activities in Scottsdale and the surrounding areas. Contact the hotel's concierge staff before or during your stay by calling 480-596-7001.

Local Recommendations:

- Old Town Scottsdale
- Scottsdale Fashion Square
- Camelback Mountain

Nearby getaways include:

- Sedona, Arizona
- Grand Canyon



MEMBER REGISTRATION DISCOUNTS AVAILABLE!

NIA member companies who send more than 2 industry attendees to the Convention will receive a \$100 discount on additional company registrants. (Children, spouses, and guests are not eligible for this discount.) If you have any questions regarding the special discounted pricing, or to determine eligibility for the discount, please [email events@insulation.org](mailto:events@insulation.org), or call 703-464-6422.

Early-bird payments must be received by March 20, 2020, to take advantage of the discounted pricing. Cash/check orders will receive a discount.

	EARLY BIRD Payment Received by March 20		STANDARD REGISTRATION Payment Received after March 20	
	REGULAR RATE / CASH OR CHECK DISCOUNT		REGULAR RATE / CASH OR CHECK DISCOUNT	

	EARLY BIRD Payment Received by March 20		STANDARD REGISTRATION Payment Received after March 20	
	REGULAR RATE / CASH OR CHECK DISCOUNT		REGULAR RATE / CASH OR CHECK DISCOUNT	
MEMBER (NIA/TIAC)				
Contractor/Distributor/Fabricator/Laminator	\$915	\$895	\$990	\$970
Manufacturer/Manufacturer's Representative/Consultant/Associate Supplier	\$1,115	\$1,090	\$1,210	\$1,185
Spouse/Guest +	\$705	\$690	\$715	\$700
Youth (Ages 6–11) (Children 5 and under are free.)	\$205	\$200	\$210	\$205
Youth (Ages 12–17)	\$355	\$350	\$360	\$355
NON-MEMBER				
Contractor/Distributor/Fabricator/Laminator	\$1,560	\$1,530	\$1,680	\$1,645
Manufacturer/Manufacturer's Representative/Consultant/Associate Supplier	\$2,315	\$2,270	\$2,425	\$2,375
Spouse/Guest +	\$780	\$765	\$785	\$770
Youth (Ages 6–11) (Children 5 and under are free.)	\$305	\$300	\$310	\$305
Youth (Ages 12–17)	\$460	\$450	\$465	\$455

+ A spouse/guest is defined as someone accompanying a paid registrant who does not work in the industry and will not be attending business or committee meetings.

Add \$100 per person to the standard registration rate for registrations received after April 1, 2020, including on-site registrations. The Convention registration fee includes 2 continental and 1 full breakfast, 1 lunch, 2 full dinners, 2 nights of entertainment, all educational sessions, and spouse/guest programs.

Please register online at www.insulation.org/convention2020.