



## Tuesday, May 16, 2023

- 8:00 AM – 10:00 AM Indoor Sponsor Set-Up – *Kalahari Ballroom, Salon A&H*
- 9:30 AM – 10:00 AM Burn & Learn 2023 Registration – *Outside of Kalahari Ballroom, Salon A&H*
- 10:00 AM – 5:30 PM **Technical Workshop** – *Indigo Bay*  
Hands-On Gas Training  
*Presented by Napoleon*
- 10:00 AM – 11:30 PM **Business Workshop** – *Kalahari Ballroom, Salon A&H*  
Everything You Know You Should Be Doing as The Sales Leader, but Don't Want to Do  
*Tim Rethlake, Hearth & Home Technologies*
- 11:00 AM – 5:00 PM Tailgate BBQ Set-Up – *Parking lot outside Entrance A*
- 11:30 AM – 12:30 PM Lunch – *Kalahari Ballroom, Salon A&B*
- 12:30 PM – 2:00 PM **Business Workshop** – *Kalahari Ballroom, Salon A&H*  
Sales Leader Presentation continued  
*Tim Rethlake, Hearth & Home Technologies*
- 2:00 PM – 2:15 PM Break
- 2:15 PM – 4:15 PM **Business Workshop** – *Kalahari Ballroom, Salon A&H*  
7 Principles of a Sound Energy Policy & 7 Principles of an Environmental Policy  
*Jason Hayes, Mackinac Center for Public Policy*
- 4:15 PM – 4:30 PM Break
- 4:30 PM – 5:30 PM **Business Workshop** – *Kalahari Ballroom, Salon A&H*  
Service and Repair of Today's Electrics  
*Anna Cheng, Canned Heat*
- 6:00 PM – 9:00 PM Tailgating Sponsor BBQ & Auction – *Parking lot outside Entrance A*

## Wednesday, May 17, 2023

- 8:00 AM – 8:30 AM NFI Certification Registration – *Outside of Kalahari Ballroom, Salon A&H*
- 8:00 AM – 9:00 AM Breakfast for all Burn & Learn Attendees – *Kalahari Ballroom, Salon A&H*
- 8:30 AM – 3:30 PM **Technical Workshop** – *Indigo Bay*  
Hands-On Gas Training  
*Presented by Napoleon*
- 8:30 AM – 4:30 PM **NFI Certification Core Knowledge & Gas Review** – *Banyon Room*
- 9:00 AM – 9:45 AM **Breakfast Presentation** – *Kalahari Ballroom, Salon A&H*  
MSHPBA, HPBA and Government Affairs Update
- 9:45 AM – 10:00 AM Break
- 10:00 AM – 12:00 PM **Business Presentation** – *Kalahari Ballroom, Salon A&H*  
Profit Engineering  
*Matthew Laughlin, Cogent Analytics*
- 12:00 PM Business Session Adjourn/Indoor Sponsor
- 12:30 PM Lunch for NFI Certification and Technical Workshop