Join us for an exceptional virtual event featuring the latest information, tools, technologies and strategies in the non-residential door and hardware industry. With live Q&A as part of each session, live networking rooms and a virtual exhibit hall, you will engage with door security and safety thought-leaders, manufacturers and distributors from across the country without ever leaving home or the office.

Attending DHI conNextions is easier than ever this year! With DHI conNextions Virtual, you can attend from anywhere in the world—all you need is a computer or tablet and an internet connection.
A VIRTUAL EXPERIENCE

9:00 AM–10:00 AM EASTERN TIME

BUSINESS MANAGEMENT

THE CURRENT INDUSTRY LANDSCAPE & WHAT’S ON THE HORIZON
Dove Sylvester, PSP
This session will provide an overview of recent changes in the industry and the impact on the structure of the industry, as well as make projections on future dynamics. This session also will cover succession planning, business operations for maximum business valuations, methodologies of valuation, and transaction process basics.

TECHNICAL

SUSTAINABLE AND HEALTHY BUILDING STANDARDS IN A SHIFTING MARKETPLACE
Amy Musanti
The green building marketplace is rapidly shifting; material transparency identifies the health risks in building materials and recognizes healthy materials. This presentation will detail an introduction to LEED, the Living Building Challenge, and the WELL Building Standard in order to understand the market drivers for healthy buildings and the crossover between them. This course will teach architects, designers, and distributors to follow a five-step implementation process to achieve these standards, minimize health risks, and promote healthy building across industries.

10:15 AM–11:15 AM EASTERN TIME

CODES

SAVING DOLLARS WITH LOW ENERGY APPLICATIONS
Jeff Dunham
This session will navigate the benefits of various technologies, including LASER-based solutions and how they can provide convenience, safety, and energy savings to low energy swing door applications. This session will review building codes and regulations around power-operated low energy operators that enhance accessibility, as well as how to incorporate security devices and touchless actuators into these applications while reducing the spread of germs.

11:30 AM–12:30 PM EASTERN TIME

TECHNICAL

COLLABORATING IN A DIGITAL AGE
Rachael York
This session will discuss fresh concepts on collaboration and how they benefit specific areas of focus. It will review the importance of keeping project documents updated in a collaborative environment, and the affects they can have on your project when they are not maintained and shared with key project people. Upon successful completion of this course participants will be able to:

• More efficiently manage all information needed for project coordination: construction documents, scope coordination, site coordination, and project logistics.
• Provide effective documentation and resources that ensure openings meet code and operate correctly.
• Improve collective communication to help prevent coordination gaps, errors, time delays, code infractions, and cost overruns.

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BUSINESS MANAGEMENT

COMPARE YOUR COMPANY TO BEST DISTRIBUTORS SELF-EVALUATION WORKSHOP
Richard Voreis & Rick Liddell

In today’s challenging building construction industry, a successful company needs to be highly focused throughout the organization on maximizing profits. Employees should be empowered to do their jobs, but they must also be held accountable for the results. This workshop will let you compare your company to how the most successful distributors and/or subcontractors perform at the highest level to drive sales and profits as well as achieve management and staff accountability.

Attendees will be asked 14 “Yes” or “No” self-evaluation questions with the answers based on extensive research with distributors and subcontractors. Each attendee will be given a self-evaluation rating handout to record their answers and take notes. The individual answers will only be known by each attendee for 100 percent confidentiality.

During the workshop, attendees will be given the answers and learn how the most successful distributors and subcontractors operate. At the end of the workshop, each attendee will be given a scorecard to determine how their company compares.

12:45 PM–1:45 PM EASTERN TIME

TECHNICAL

INNOVATIONS IN FIRE RATED GLAZING TECHNOLOGY FOR DOOR ASSEMBLIES
Kevin Frisone

Fire-rated glazing products and assemblies have come a long way in the last 30 years. Newer technologies have grown the usage of fire protective glazing in doors and fire resistive glazing in complete wall assemblies, transoms, sidelites adjacent to fire doors, fire windows, and fire door assemblies. With these new technologies come special consideration and design opportunities. See how market trends have changed throughout the year with the introduction of advanced fire-rated glazing.

BUSINESS MANAGEMENT

FLEXIBILITY IN THE WORKPLACE
Erin Wilson, AHC/CDC, CFDAI, CCPR
Lori Greene, DAHC/CDC, FDI, FDHI, CCPR
Susan Flowers, DAHC/CDC, FDI, FDHI
Lisa Williams

Following the success of last year’s “Women Opening Doors” panel discussion, this year’s panel discussion broadens its scope in light of the COVID-19 pandemic and its potential lasting effects on the future workplace for women and for all. The discussion will center around results of the research and the inherent need for more organizational emphasis on work-life balance and more remote-based/work-from-home roles. The panel session will focus on women leadership/

management as well as on diversity (generational and equal opportunity) in the workplace overall. During this session, you will gain new insight into attracting and retaining new talent (with some perks), empowering and managing existing talent, and ongoing leadership development. This panel discussion will enlighten you on the needs and wants of those in management positions and current employees in the door safety industry and how you could accommodate at your company.

ON-DEMAND SESSIONS

SAFER2OPEN™ LOW-TOUCH AND TOUCHLESS SOLUTIONS
Dominic Rizzo, ASSA ABLOY

Re-opening facilities is top of mind right now as the country moves to bring people back to work. Cleaning protocols and reductions in touchpoints, particularly on door openings, can help reduce the spread of germs and ease concerns. ASSA ABLOY offers a range of Safer2Open hands-free solutions, from low touch to touchless, to help meet this challenge. Join this session to understand our touchless continuum of products and appropriate applications based on door type and existing hardware.

WHAT’S NEW IN SLIDING DOOR HARDWARE?
Sean DeForrest, Unison Hardware

Unison will discuss solutions to the problem of how to lock a barn door from the outside as well as provide solutions to barn doors mounted on the inside privacy. Also, we will give the latest code requirement for UL1784 regarding self-latching of doors. Finally, a quick look at Pocket Door Lock for 2-1/8” face bore with an innovation locking solution.

INNOVATIVE ARCHITECTURAL STEEL DOOR MACHINING SYSTEMS & SOFTWARE
Edward Gauthier, Multiax America

Save time and resources with Multiax America’s steel and wood-cutting CNC machines. Machine locksets, hinge pockets, lights, sweeps, closures and more can be cut-to-size without having to flip the door. Attend this session to learn how a productive CNC machine can: aid output without having to add many employees; save time and materials with less human error; easily be programmed from a simple drop-down software menu, eliminating the need for a CNC programmer.

BUSINESS ANALYSIS DASHBOARD TOOLS FOR OPENING SUITE™
Lincoln Brill, Growth4Ever

To enhance the Opening Suite™ software system, Growth4Ever provides easy-to-use business analytic dashboard tools. These business tools allow rapid, accurate, and advanced visibility for sales information, ongoing business operations, and better decision making. To further advance your Opening Suite™ system, check out this product demonstration.
2:00 PM–3:00 PM EASTERN TIME

**ELECTRONIC ACCESS CONTROL**

**SOLID STATE OF THE UNION: EMERGING ACCESS CONTROL TECHNOLOGIES**

*Erin Wilson, AHC/CDC, CFDAI, CCPR*

The current wave of electronic security and access control technologies didn't happen overnight...but it sure seems like it! The connectivity between traditional physical security components and unseen computerized intelligence is inseparable. This session will reveal how we got here and take a look at where we (maybe) are headed with all this. This doesn't just stop at the doorway. Technology integrates every architectural opening and speaks to other building systems too. What does it take to make it all work? Knowledge. You will: gain insight and perspective on access controls evolution from lock and key to Bluetooth communication; have knowledge of the current state driven decisions going forward; and identify additional architectural opening considerations and their connectivity to a whole building solution.

**STANDARDS, CODES, & ENVIRONMENTAL CHANGES AFFECT DOORS AND HARDWARE IN THE BUILT ENVIRONMENT. LEARN HOW YOUR NEXT PROJECT MAY BE IMPACTED.**

*David Moyer & Justin Hendricks*

Building codes and the product standards that are referenced help ensure that doors, frames, and hardware provide safe and secure passage through walls of a building. Often these walls have special requirements—so doors and hardware must support these additional requirements. A well-known example is fire-resistant doors and hardware. But there are additional requirements for doors that may need to be considered, including threats (forced-entry, ballistic resistance), rain, water, energy, wind, hurricane, tornado, and/or sound. Some of the key takeaways of this session include:

1. Threat doors may include Impact Resistant, Bullet Resistant, Forced Entry, Attack Resistant, or Burglary-Resistant doors and hardware. How are these doors similar? How are they different? What differences may affect costs? What changes to codes and standards may impact these types of doors?
2. Environmental doors include doors to address requirements for wind, wind-blown rain, windborne debris, hurricane, tornado. How are these doors similar? How are they different? What differences may affect costs? What changes to codes and standards may impact these types of doors?
3. Environmental doors may include sound transmission requirements. What are some considerations?
4. What are code and standards changes that will affect fire-rated and/or temperature-rise doors and frames?

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3:00 PM–4:30 PM EASTERN TIME

**BUSINESS MANAGEMENT**

**LOCKED ON LEADERSHIP: THE SECRET TO HIGH-PERFORMANCE SELF-DIRECTED TEAMS (PART 1)**

*Dave Rosenberg*

You have always had trouble finding top talent, and when you do you are constantly at risk of losing them to your competitors. With today’s record high unemployment, it may seem like it’s easier. But with the economy slowly recovering, the wrong hire will hinder your ability to take advantage of the opportunities you have. What if you knew the secret to attract the best while simultaneously elevating the performance of your team? In this mindset-altering program, you’ll discover the lessons that transformed your presenter from a manager with more headaches then time to a leader who successfully built and sold three different companies. When you understand how people make decisions, what drives them, and how to free them up to take smart chances that advance your organization’s goals, you will become the leader who inspires your team to want more, do more, and achieve more when you are not around. In this session, you will:

1. Discover the secret to attracting and retaining top talent. Only 12 percent of people leave their jobs because they aren’t making enough money. When you know why they leave, you’ll know what they are looking for and how to attract them.
2. Learn how to find the future leaders of your organization. All too often we make the mistake of thinking that just because someone is great at their job, they’ll be a great leader. Find out what really makes a great leader and how to identify and nurture them.
3. Uncover the reasons team members won’t take the initiative, make decisions, or solve problems on their own and learn how to create an environment that allows your team members to grow as individuals while helping your company grow as well.

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**THURSDAY, OCTOBER 22**

9:00 AM–10:15 AM EASTERN TIME

**2021 MODEL CODE UPDATE**

*Lori Greene, DAHC/CDC, FDAI, FDHI, CCPR*

The International Building Code (IBC) has been adopted in most U.S. states, and NFPA 101 – Life Safety Code is enforced by many AHJs as well. Depending on where a project is located, various editions of these model codes—along with state modifications—may be used, and a new edition could be adopted at any time. Many important changes affecting doors and hardware have been introduced in the last few editions of the IBC and NFPA 101. Are you up to date? Familiarity with codes is crucial for anyone specifying, supplying, or installing doors and hardware and mistakes can be costly. Learn what’s new, compare the changes from one edition to the next and get comfortable with the intent of each of the requirements. This session will serve as an update on the requirements of the IBC and NFPA 101 regarding opening protectives and doors in a means of egress. It will cover door-related changes made in the 2018 codes and changes that have been approved for the 2021 edition.

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will become the leader who inspires your team to want more, do more, and make decisions, or solve problems on their own and learn how to identify and nurture them.  

Is great at their job, they’ll be a great leader. Find out what really matters to your team members, work with them to make decisions, and help them reach their full potential.

Do you ever wonder where top talent goes? Are you constantly on the lookout for the most talented individuals while helping your company grow as well.

The current state of the job market is the perfect backdrop for this conversation. With 50 percent of people leaving their jobs because they aren’t making enough money. When you know why they leave, you’ll know what they are looking for and how to attract them.

The key to attracting and retaining top talent is understanding their needs and motivations. In this session, we’ll explore the factors that drive employees to stay or leave and how to create a work environment that satisfies their needs.

We’ll discuss the latest trends in employee engagement and the role of technology in attracting and retaining top talent. We’ll also provide practical strategies for building a culture of engagement and retention.

By the end of this session, you’ll be equipped with the knowledge and tools to attract, retain, and inspire your team members to achieve their full potential.

1. Discover the secret to attracting and retaining top talent. Only 12 percent of people leave their jobs because they aren’t making enough money. When you know why they leave, you’ll know what they are looking for and how to attract them.

2. Learn how to find the future leaders of your organization. All too often we make the mistake of thinking that just because someone is great at their job, they’ll be a great leader. Find out what really makes a great leader and how to identify and nurture them.

3. Uncover the reasons team members won’t take the initiative, make decisions, or solve problems on their own and learn how to create an environment that allows your team members to grow as individuals while helping your company grow as well.
1:00 PM–1:20 PM  EASTERN TIME

**INTRODUCTION OF ASSA ABLOY RITE SLIDE**

*Kenny Webb*

Watch along as Kenny Webb, director of integrated solutions and marketing communications ASSA ABLOY Door Group, explains the features, benefits and capabilities of RITE Slide. This new product from ASSA ABLOY ensures privacy and saves space with an innovative design.

2:45 PM–4:00 PM  EASTERN TIME

**SAFE SCHOOLS: NAVIGATING TO EFFECTIVE & APPROPRIATE SOLUTIONS**

*Guy Grace & Mark Williams*

In the absence of national standards, the Partner Alliance for Safer Schools (PASS), with its 5th edition of the Safety and Security Guidelines, has been recommended by government agencies (DHS, DOJ, DOE) and many states and consultants across the U.S. PASS is recognized as the most comprehensive, complete, and straightforward approach to implement with a layered and tiered approach to enhancing school safety and security. While the guidelines document goes well beyond doors, hardware, and access control, this session will be focused on an overview of the entire 5th edition, including how to use the Guidelines and Checklist tools, followed by specifically where the openings industry plays a key role. Learn how to help your K12 end-users utilize this tool to establish safety and security plans and standards, as well as apply for grants to pay for equipment and installation. In this session, you will:

1. Gain an overall understanding of the PASS layered and tiered security approach. Learn about the five layers, seven components, and more than 300 vetted best practices that help to deter, detect, and delay adversarial behavior in K12 environments.
2. Learn to utilize the PASS Guidelines and Checklist tools to help K12 end-users navigate the complexity of implementing a comprehensive safety and security plan. Solutions are complex and it is important to understand the pieces of the Emergency Management Spectrum and that we must seek solutions across this spectrum.
3. Learn about the unintended consequences of barricade devices. Review ADA law as well as evidence-based discussion on their use and deployment. This session will prepare you to have informed conversations with end users who are considering deploying these devices.

11:45 AM–12:45 PM  EASTERN TIME

**THE FUTURE OF WORK IN A POST-PANDEMIC WORLD**

*Heather McGowan*

As we continue to navigate through these uncertain times, more than ever, we have to look past our work-based identity, move beyond the comfort of our current knowledge and skills, and prepare ourselves and the organizations we lead to adapt continuously to a rapidly changing future of work. Future-of-work strategist and this year’s keynote speaker Heather McGowan will examine how economic and social shifts are unavoidable and human adaptation is the only path forward. When McGowan and Chris Shipley wrote The Adaptation Advantage (April 2020, Wiley), they did not realize how prescient their advice and predictions would become when the coronavirus global pandemic required an immediate and dramatic shift in work, learning, and leading. Overnight, companies remapped supply chains, pivoted product lines, and transformed to distributed work-from-home organizations. Entire university and school systems adopted virtual delivery exclusively, something many said they would never do. This new normal, or normal of now, requires a focus on culture, purpose, trust, psychological safety as we embark on the largest social experiment in human history. The virus has accelerated our future of work, expedited our human transformation to digital creating, and placed an even greater burden on leaders to inspire and motivate human potential. Even when the virus subsides, many of our new ways of working will remain and we will be the better for this forced transformation. McGowan will be discussing three key points:

- Success in the future of work centers on our ability to learn, unlearn, and adapt.
- To succeed, we need to let go of “the way we’ve always done it” and—more importantly—our professional identities.
- Leaders must get comfortable with failure, unknowns, ambiguity, and vulnerability to create the requisite psychological safety to lead our teams.

Armed with powerful graphics and metaphors all backed by deep research, McGowan will take the DHI conNextions audience on a journey to help prepare people and business in a post-pandemic world. Be prepared to be wowed by McGowan and her revolutionary insights that will ultimately help employees and leaders adapt to a “new normal” and the new future of work.
EXPLORE THE VIRTUAL EXHIBIT HALL

Visit the DHI conNexions Virtual Exhibit hall to:

- See what’s new from 25+ industry-leading manufacturers and suppliers
- Watch videos and download documents/collateral to your digital briefcase
- Exchange virtual business cards with booth representatives
- Live chat with multiple booth representatives and ask questions
- Schedule one-on-one meetings to discuss business at a date/time of your choosing

FREE ADMISSION!
Virtual Exhibit Hall

Exhibit Hall Hours: Wednesday & Thursday, 8:00 AM - 5:00 PM ET
Passport to Prizes is back at DHI conNextions Virtual! The Passport to Prizes program is open to all attendees and allows you to compete for prizes by visiting with exhibitors. Visit any 12 of the exhibitors listed below. Once you have visited with each exhibitor, your Passport to Prizes entry will be submitted and you will have a chance to win one of the many prizes!

**EXHIBITORS**

- ABH Manufacturing
- AccessIT/contract ERP
- Allegion
- AMBICO
- ASSA ABLOY
- Bulldog Fasteners
- Commercial Painting Inc.
- Comsense
- Crown Fire Door Products
- DE LA FONTAINE
- Detex
- FISO Door
- Grandoor Frames
- Hager Companies
- HMF Express / Tiger Doors
- Krieger Specialty Products
- Masonite
- Multiax
- National Custom Hollow Metal Doors & Frames
- National Guard Products
- PyroPhobic
- SAFTI FIRST
- Security Lock Distributors
- Software for Hardware
- Tanner
- Unified Purchasing Group

**PRIZES INCLUDE:**

1. $100 Amazon Gift Cards (2 available)
2. Complimentary registrations for the All-Access Pass to DHI conNextions 2021 in New Orleans, October 20-21. (4 available)
3. The Adaptation Advantage book by DHI conNextions Keynote speaker Heather McGowan and Chris Shipley. (8 available)
4. Locked on Leadership book by DHI conNextions speaker Dave Rosenberg. (8 available)

**PASSPORT TO PRIZES RULES**

1. You must visit with any 12 of the exhibitors listed above prior to the contest deadline in order to be eligible to win.
2. You must keep track of each exhibitor booth that you visit to ensure that you have completed the Passport to Prizes requirements.
3. The Passport to Prizes contest ends on Thursday, October 22, 2020, at 5:00 PM ET.
4. Contest winners will be notified by DHI conNextions after the event has ended.
5. Winners will be randomly drawn from eligible entries.
6. Winners will receive their prize via mail or email. Prizes are awarded at random.
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