



Schedule*

**Subject to change*

Monday, Sept. 14th – Reps, Manufacturers & Vendors

12:00 pm – 6:00 pm	Micro-consults – For Rep Agencies <i>(Legal, Human Resources, and Artificial Intelligence – A.I.)</i> <i>By appointment</i>
1:00 pm – 7:00 pm	Registration & Check-in
4:30 pm – 5:30 pm	Networking Reception – For LOT/T Members <i>Wine tasting tips from AIM/R “Sommeliers”</i>
5:30 pm – 6:00 pm	First-timer’s Reception
6:00 pm – 7:30 pm	AIM/R Welcome Reception <i>Sponsored by Supply House Times</i>
After 7:30 pm	Dinner on own
9:00 pm – Midnight	AIM/R Hospitality Room

Tuesday, Sept. 15th – Reps, Manufacturers & Vendors

7:00 am – 6:00 pm	Micro-consults – For Rep Agencies <i>(Legal, Human Resources, and Artificial Intelligence – A.I.)</i> <i>By appointment</i>
7:00 am – 7:50 am	Breakfast, Networking & Vendor Exhibits
8:00 am	Welcome by 2026 AIM/R Conference Chair Presenter: Brenda Cashdollar, CPMR, Vice President, Synergy Sales NW
8:15 am – 9:30 am	Keynote: The Power of A.I. – Lital Marom
8:30 am – 9:45 am	Spouse/Guest Brunch
9:30 am – 9:45 am	Networking & Vendor Exhibits
9:30 am – 9:45 am	Networking & Vendor Exhibits



Tuesday, Sept. 15th – Reps, Manufacturers & Vendors (cont.)

9:45 am to 11:00 am	<u>AIM/R Live: MAC Interviews</u> Facilitator and Participating Manufacturers <i>To be announced</i>
11:00 am – 11:15 am	AIM/R Awards Presentation – Golden Eagle Award
11:15 am – 12:30 pm	Lunch, Networking & Vendor Exhibits
12:30 pm – 1:45 pm	<u>AIM/R Live: WAC Interviews</u> Facilitator and Participating National and Regional Wholesalers <i>To be announced</i>
1:45pm – 2:00pm	Networking Break & Vendor Exhibits
2:00pm – 3:15pm	R.A.M. Rep & Manufacturer Roundtables
3:15 pm – 4:15 pm	AIM/R Reverse Councils Facilitator and Participating Companies – <i>to be announced</i>
4:15 pm – 4:30 pm	Closing by 2026 Conference Chair Presenter: Brenda Cashdollar, CPMR, Synergy Sales NW
4:30 pm – 5:00 pm	Networking & Vendor Exhibits
6:00 om – 9:30 pm	AIM/R Reception, Dinner & Silent Wine Auction <i>Sponsored by PHCPPros and The Wholesaler</i>
9:30 pm – Midnight	AIM/R Hospitality Room

Wednesday, Sept. 16th - Reps & Vendors

7:00 am – 6:00 pm	Micro-consults – For Rep Agencies (<i>Legal, Human Resources, and Artificial Intelligence – A.I.</i>) <i>By appointment</i>
7:00 am – 7:50 am	Continental Breakfast, Networking & Vendor Exhibits
8:00 am	Recap by 2026 Conference Chair Presenter: Brenda Cashdollar, CPMR, Vice President, Synergy Sales NW



Wednesday, Sept. 16th – Reps & Vendors (cont.)

- 8:15 am – 9:45 am Session: The Perfect Blend: A.I. Enhancements for the RepNation
 Presenter: Brooks Hamilton, Principal & Founder, [A.I. Strategy Advisors](#)
- 9:45 am – 10:00 am Networking & Vendor Exhibits
- 10:00 am – 11:00 am AIM/R Live: Buying Group Interview
- 11:00 am – 11:30 am Membership Town Hall
- 11:30 am – 1:15 pm Lunch, Networking & Vendor Exhibits
- 1:15am to 2:00pm Session: Benchmarking 2.0 – Rep Case Studies for Utilization
 Presenter: Paul Giudice, CEO of [CoMetrics](#)
- 2:15 pm – 3:00 pm **Concurrent Sessions – Flight #1**

Sessions will be repeated. Attendees will attend two of three concurrent sessions.

Concurrent Session A:

Use Case Studies: Implementing A.I. in the RepNation

Sponsored by



Concurrent Session B:

The Complete Package – Employee Compensation & Benefits
 Presenter: Danielle Good, CPMR, Vice President, [Repcor](#) and AIM/R
 2026 Conference Committee

Concurrent Session C:

How to Buy a 30-day Contract Successfully

Facilitator: Alan Guidish, CPMR, CEO of [Preferred Sales, Inc \(PSI\)](#) and
 AIM/R Past President


Presenter: Michael Hobbs, CPMR, President of [Carr Company](#) and
 AIM/R Past President

- 3:15 pm – 4:00 pm **Concurrent Sessions – Flight #2**

Above listed sessions from 2:15 pm will be repeated. Attendees will attend two of three concurrent sessions.



Wednesday, Sept. 16th – Reps & Vendors (cont.)

6:00 pm	LOT/T Reception & Dinner	
	<i>Location & details – to be announced</i>	
9:00 pm – Midnight	AIM/R Hospitality Room	

Thursday, Sept. 17th – Reps & Vendors (cont.)

7:00 am – 11:00 am	<p>Micro-consults – For Rep Agencies <i>(Legal, Human Resources, and Artificial Intelligence – A.I.)</i></p> <p><i>By appointment</i></p>
7:00 am – 7:50 am	Breakfast, Networking & Vendor Exhibits
7:50 am	Recap by 2026 Conference Chair
8:00 am – 9:00 am	<p>AIM/R Live: Generational Succession & Workplace Cultural Shifts <i>(It is not your Father's Rep Agency Anymore)</i></p> <p>Facilitator: Jennifer Rodriguez, CPMR, Executive Vice President, Marsh & Moore, Inc. and AIM/R 2026 Conference Committee</p> <p>Panelists: Alan Cohen, CPMR, President, Rich-Tomkins, Co, Inc. Cullen McCarthy, CPMR, President, Walter F. Morris Company Rollie Pastor, Vice President of Sales, Rich-Tomkins, Co, Inc. Nate Wolfe, CPMR, MMI, President of Sales, AIM/R LOT/T Representative & Board Director</p>
9:00 am – 10:00 am	Rep Roundtables
10:00 am	<p>Recap by 2026 Conference Chair</p> <p>Presenter: Brenda Cashdollar, CPMR, Vice President, Synergy Sales NW</p>
10:10 am – 11:00 am	Networking & Vendor Exhibits
1:00 pm – 5:00 pm	<p>AIM/R Bill Freeman Memorial Fund Golf Tournament</p> <p>Location: Eagle Vines Golf Club</p> <p><i>*Additional fee required</i></p>