

Business Development Leadership and Strategy
DLR's Offices
6225 North 24th Street, Suite 250
Phoenix, AZ
Tuesday, November 6th

11:30 - 12:30 Registration and Lunch Served

12:30 - 1:00 Welcome Keynote, Wellington "Duke" Reiter, FAIA, Arizona State University
Senior Advisor to the President of ASU, Office of University Affairs
Executive Director, University City Exchange

1:00 - 2:00 Session #1: *"BD Accountability & Appreciation: How To Measure & Communicate Our True Results."*
Moderator: Jennifer Delaporte, Business Development Manager, Graycor
Panelist: Royce Parker, Sr. Vice President, Client Services, SCST, Inc.
Panelist: David Van Slyke, Vice President, Corporate Banking, National Bank of Arizona
Panelist: Amy Villasana, A/E/C Marketing & BD Professional, CKearney Consulting
Panelist: Kristen Howard, Business Development, IMEG Corp.

2:00 - 2:20 Break with Sponsor Presentation

2:20 - 3:20 Session #2: *"BD in the C-Suite. How to Make BD Essential."*
Moderator: Mark Dillard, Managing Partner, True Metal Solutions
Panelist: Carlene Wilson, President and CEO, Atmosphere Commercial Interiors
Panelist: Kathy Boyd, President, Trescal
Panelist: Chris Gleason, CEO, Next Med Holdings
Panelist: Cynthia Wrasman, CEO, Kefi Catalyst

3:20 - 3:45 Break with Sponsor Presentation

3:45 - 4:45 Session #3: *"Ascending to Leadership: BD Professionals Who Now Lead Their Organizations."*
Moderator: Brooke Vink, Business Development Manager, Wood Patel
Panelist: Lisa Bentley, President, McCarthy Nordburg
Panelist: Grenee Celuch, Vice President, Concord Construction

4:45 - 5:00 Session Wrap up

5:00 - 6:00 Networking Reception, Host Beverage and Appetizers

Ticket = \$99 Members / \$129 Non Members

Lunch Sponsor - \$1,000, Networking Sponsor - \$1,000, Presentation Sponsor - \$500

For more information, please contact Joe McGovern at 602-418-3949 or joe@themcgovernngroup.net.

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Our Speakers



Wellington "Duke" Reiter, FAIA

Senior Advisor
to the
President

Arizona State
University



Amy Villasana

A/E/C Marketing &
BD Professional

CKearney
Consulting



Brooke Vink

Business
Development
Manager

Wood Patel

Carlene Wilson

President & CEO

Atmosphere
Commercial
Interiors



Grenee Celuch

Vice President

Concord
Construction



David Van Slyke

Vice President
Corporate Banking

National Bank
of Arizona



Lisa Bentley

President

McCarthy Nordburg



Kathy Boyd

President

Trescal



Kristen Howard

Business
Development

IMEG Corp.



Jennifer Delaporte

Business
Development
Manager

Graycor



Mark Dillard

Managing Partner

True Metal Solutions



Royce Parker

Sr. Vice President
Client Services

SCST, Inc.



Jennifer Delaporte

Business
Development
Manager

Graycor



Cynthia Wrasman

CEO

Kefi Catalyst



Chris Gleason

CEO

NextMed
Holdings



Joe McGovern

Founder

The McGovern
Group

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Our Sponsors

Venue



Lunch



Networking



Presentation

