# 2020 Chapter Presentation Program Speakers

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<tr>
<th>Current Speakers</th>
<th>Topics</th>
<th>Track</th>
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<tr>
<td>Adam Gibson, CMKBD</td>
<td>Professional Photographer: Be One or Hire One to Increase Sales&lt;br&gt;Designing a Healthy Home (and we don’t mean emotionally)</td>
<td>Sales &amp; Marketing&lt;br&gt;Design &amp; Inspiration</td>
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<td>Andre Boykin</td>
<td>The Five C’s of Winning Posture&lt;br&gt;Eliminating Team Dysfunction&lt;br&gt;Capturing the Extraordinary&lt;br&gt;Are You Transitioning or Transforming&lt;br&gt;MisFit to RightFit: How to Ensure Maximum Performance&lt;br&gt;Planning for Tomorrow’s Leaders Today&lt;br&gt;Going Beyond Customer Satisfaction to Create Customer Advocates&lt;br&gt;Leadership Strategies for Performance and Engagement</td>
<td>Business Management</td>
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<td>Bridget Beuche</td>
<td>Finding Your Clients Individual Cook's Perspective Through Food and Design</td>
<td>Focus on the Customer</td>
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<td>Christopher Grubb</td>
<td>Couples Retreat: Designing a Bathroom for Two through Successful Negotiations&lt;br&gt;Luxury Appointments Elevate Bath Projects into Lucrative Profit Centers&lt;br&gt;Designer Bath Secrets: Satisfying the Appetite for a Luxury Lifestyle&lt;br&gt;Beyond the Surface: Which Surfacing Materials Add Texture, Drama and Luxury&lt;br&gt;From Main Street to Rodeo Drive – What are the Enticing and Exquisite Elements&lt;br&gt;The 5 P’s for Design Success&lt;br&gt;Designers, Contractors and Architects: Creating Relationships and Partnerships&lt;br&gt;Luxurious Baths and the New Norm</td>
<td>Design &amp; Inspiration</td>
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Dawn DeLuca, AKBD
What's New...What's Next
Europe Exposed! Salone Del Mobile.Milano
Designing & Building with Innovation in Mind
Kitchens: Designing for Adaptable Design & Living in Place
Home Technology, Automation & Connectivity: Solutions for Living in Place

DeAnna Radaj
How Small Talk Leads to Big Talk
Your Business’s Big Why: Why You Do What You Do
Polish Your Presentation Skills to Shine
Healthy Kitchen & Bathrooms for the Health of the Home and Family

Denise Butchko
Closet Design Beyond Measure
Beyond the Selfie: Leveraging Pics and Video for Increased Business
Strategies for Executing Effective Social Media
Increase Your Sales Through Showroom Marketing
How to Use Email Marketing (Your Newsletter) to Get More Business

Doug Walter, AIA
Lighten Up: Creative Ways to Daylight your Kitchens & Baths
Rewriting the Rules on Kitchen Lighting
Lighting the Way to Improved Wellness at Home

Erik Listou, CLIPP, CAPS, CAASH, CGR, CGP, CR,LDST
It Takes a Village – Creating Interprofessional Teams
Creating Sales Opportunities through Better Communication & Body Language
Living In Place... The Solution (not universal design or aging in place)

Fred Reikowsky
Managing Business Growth for Profitability and Sanity
Help – I’m Too Busy, Overcoming the Tyranny of Busyness

Grace Jeffers
Man-Made Natural
Global Forestry 101
The Future of Materials

Jamie Gold, CKD, CAPS
The Wellness Market

Jan Neiges, CKD
Selling to Design by NOT Designing to Sell
Janne Mahan  Full Steam Ahead in the American Kitchen  Sales & Marketing
Jeffrey Dross  How to Select Kitchen & Bath Lighting  Design & Inspiration
   Light, Lighting and Health
Jennifer Gilmer, CKD  Holistic Kitchen Design  Design & Inspiration
Joe Cain  Sustainable Kitchen Design - What More Can We Do?  Design & Inspiration
Jon Goldman  Taking Your Business to the Next Level  Business Management
Jonas Carnemark, CKD  Balancing Luxury and Budget  Design & Inspiration
Kate Bailey  What’s Trending in Lighting  Design & Inspiration
Kathryn Grube  Color’s Impact on the 17 Elements + Principles of Design  Design & Inspiration
   The Psychological and Physiological Effects of Color in Design
   Functional Color Design: Promoting Positivity, Health and Wellness in Interiors
Kelly Inglis  Healthy Lighting and How to Take Control  Design & Inspiration
   Is This Enough Light? … The Most Commonly Asked Question!
Lauren Levant  Leveraging Artisan Work in Your Designs  Design & Inspiration
   Designer Health: Meeting the Demands of Luxury and Lifestyle
Liesbet Trappenburg  You Are Not Your Job! Preventing Burn Out to Create Work/Life Balance  Business Management
   Intuitive Leadership & Decision Making
Louie Delaware, CLIPP, BSME, MBA, ACPC, CAPS  Living in Place – The HOW-TO for Universal Design and Aging in Place  Design & Inspiration
Maria Stapperfenne, CMKBD  Communication Bling  Sales & Marketing
   Designing for Independence and Dignity Without Talking About it  Design & Inspiration
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| Paula Kennedy, CMKBD        | Ignite Creativity  
Micro Size Me: Downsizing is a New Reality  
Spoiler Alert: Kitchen Waste Food  
Tech Meets My Parents – Smart Kitchen & Baths Aid Independent Living  
Color Cues – Colors Influence in Our Lives  
Wholistic Wellness in an Intelligent Home | Design & Inspiration |
| Peter Albanese, CKBD        | From Measurements to Concept, How You Can Rise Above Your Peers | Design & Inspiration |
| Randy Krebs                 | The 2 Most Important People in Any Organization and the 6 Levels of Customer Service | Focus on the Customer Service |
| Rebecca Sutton              | Navigating Social Media and Creating Your Content Calendar | Sales & Marketing |
| Rene Clawson                | Networking in Person and Digitally | Sales & Marketing |
| Richard Landon, CMKBD       | Wish List Lacks  
Space Therapy: Designing the "Feels Right" Kitchen  
Transform, Satisfy & Inspire | Design & Inspiration |
| Roseann Freitas             | What is Net Profit and How Do I Make It | Business Management |
| Ross Dunn                   | Maximizing SEO and Your Website  
How to Audit the Effectiveness of Your Online Presence | Sales & Marketing |
| Russ Greene                 | Outdoor Kitchen Design and Implementation | Design & Inspiration |
| Ryan Herd                   | What “Smart” Technology Does My Customer Need as They Age in Place?  
“Smart” Technology for the Millennium through the Baby Boomer and Beyond  
Can My “Smart” Home be Hacked? | Design & Inspiration |
| Scott Koehler               | Smart Kitchen Design  
Mobile Apps for the Kitchen Business  
Augmented Reality in the Kitchen | Design & Inspiration  
Business Management  
Design & Inspiration |
Steven Strauss, AKBD  
Qualify More Effectively, Estimate Quickly, Get a Commitment Faster  
But We've Always Done it that Way Before  
Sales & Marketing  
Sales & Marketing

Tamara Myers, CR, LEED AP  
Creative Smallness: Thinking Big About Smaller Spaces  
Adaptive ReUse: Transforming the Old into the New  
Design & Inspiration  
Design & Inspiration

Tammy MacKay  
Lighting - A Designer's Perspective  
The Design Side of Lighting and Using it in an Unpredictable Fashion  
Getting Lighting Built: A Designer’s Perspective  
Design & Inspiration  
Design & Inspiration  
Design & Inspiration

Vanessa Dekoekkoek  
Blended Presentations: Capturing Creativity with Technology  
Design & Inspiration