



BLD BIZCON NORTH AGENDA

January 20 & 21, 2026

MONDAY, JANUARY 19, 2026

5:00 pm – 7:00 pm	Welcome Mixer (for all early arrivals)	Best Western Congress/Senate Rooms
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TUESDAY, JANUARY 20, 2026

8:00 am – 5:30 pm	Registration Desk Open	Pre-Function Terry Haws A & B
8:00 am – 12:00 pm	Exhibitor Move In / Booth Set Up	Terry Haws A & B
8:00 am – 11:30 am	BLD Board Meeting (Invitation Only)	Best Western University A
10:00 am – 11:30 am	Sales Seminar: From Price to Purpose – Elevating Sales with Proposals Over Quote – Scott Plum	Best Western Grand Ballroom
11:45 am – 1:30 pm	Membership Luncheon & Rapid-Fire Idea Exchange <ul style="list-style-type: none">11:45 am – 12:10 pm Lunch Served (Buffet)12:10 pm – 12:30 pm BLD Business<ul style="list-style-type: none">Overview of BizConAnnual Membership MeetingSponsor RecognitionAwards12:30 pm – 1:30 pm Rapid Fire Idea Sharing Session	Rivers Edge Glenn Carlson Room
1:30 pm – 5:30 pm	Exhibit Hall Open <ul style="list-style-type: none">ExhibitsContestsExhibitor Speed Showcase on stage @ 1:30 – 2:30 pmBreak Service (Soda and snack items)Cash Bar ServiceTrade Show Happy Hour @ 4:00 pm – 5:30 pmWomen in the Industry Gathering @ 4:15 pm	Rivers Edge Terry Haws A & B
5:30 pm – 7:30 pm	Brews and Bites Reception	Best Western Grand Ballroom
7:30 pm	Open Night	



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WEDNESDAY, JANUARY 21, 2026

7:30 am – 12:00 pm	Registration Desk Open	Pre-Function Terry Haws A & B
7:30 am – 9:50 am	Seminar Break Service - Coffee & Continental Breakfast Items	Opportunity Suites Pre-function
8:00 am – 8:50 am	Operations Seminar: Key Concepts for a Better Lumberyard Design – David Wells	Opportunities Suites (Weidner, Edel, Clark)
9:00 am – 9:50 am	Communications Seminar: Communicating Across Generations, Member Survival Guide – Steven Bench	Opportunities Suite (Bell, Alexander)
9:00 am – 9:30 am	Student Career Panel	Terry Haws A & B Demo Stage
9:30 am – 12:00 pm	Exhibit Hall Open <ul style="list-style-type: none">• Exhibits• Student Career Panel on stage @ 9:00 am – 9:30 am• Lunch station on exhibit floor• Contests• Final Prize Announcements @ 11:45 am	Terry Haws A & B
12:00 pm – 4:00 pm	Exhibitor Tear Down	Rivers Edge Exhibit Hall

BIZCON NORTH LOCATIONS

BEST WESTERN KELLY INN HOTEL

100 - 4th AVENUE SOUTH

ST. CLOUD, MN 56301

(320) 253-0606

<https://www.bestwesternstcloud.com/>

- HOTEL ROOM BLOCKS
- PRE-EVENT WELCOME MIXER
- DAY 1 - BLD CONNECTION BOARD MEETING
- DAY 1 – SALES SEMINAR
- DAY 1 - BREWS & BITES EVENING RECEPTION

RIVER'S EDGE CONVENTION CENTER

10 - 4th AVENUE SOUTH

ST. CLOUD, MN 56301

(320) 255-7272

<https://www.stcloudriversedgeconventioncenter.com/>

- DAY 1 & 2 - EVENT REGISTRATION DESK
- DAY 1 - MEMBERSHIP LUNCHEON
- DAY 1 & 2 - EXHIBIT HALL – EXHIBITS, ACTIVITIES, CONTESTS & PRIZE DRAWINGS
- DAY 2 - SEMINARS