

MONDAY APRIL 24

8:30am - 11:55am ASPIRE Mastermind Meeting
SPEAKER: Dan Deist

12:00pm - 1:00pm Lunch Break

1:00pm - 5:30pm Resume ASPIRE Mastermind Meeting

10:30am - 10:50am

Break Time

11:00am - 11:30am

Declassified: Updates on membership benefits, programs and more

An update from leadership on membership benefits, upcoming events, Leader's Edge and more. Plus, the latest on HomeBinder and how it can be your home inspection silver bullet.

SPEAKERS: John Russell and Jack Huntress
LOCATION: Main Stage/Ballroom

TUESDAY APRIL 25

8:30am - 11:55am ASPIRE Mastermind Meeting
SPEAKER: Dan Deist
LOCATION: Hyde Park room

12:00pm - 1:00pm Lunch Break

1:00pm - 5:00pm ASPIRE Mastermind Meeting
SPEAKER: Dan Deist
LOCATION: Hyde Park room

5:30pm - 7:00pm Registration for REUNION day

7:30pm - 9:30pm Welcome Reception at Spaniard Terrace

11:55am - 12:00pm

Keystone Royale: Feedback from the first users about onboarding, features and functionality
Keystone is up and running and the initial results are in. Find out everything you need to know about order accuracy, process improvement and how it works with the call center from an inspection company that is using it.

SPEAKERS: Austin Hintze
LOCATION: Main Stage/Ballroom

12:00pm - 12:30pm

The World is Not Enough: Maximizing Your Digital Presence

Are you everywhere you need to be online? What is your real market penetration? Where can you expand to get new customers? Where is the low-hanging fruit? Learn how to assess your current market share and step-by-step strategies to go deeper.

SPEAKER: Jonathan Giner
LOCATION: Main Stage/Ballroom

WEDNESDAY APRIL 26

Main stage sessions & breakout sessions

8:00am Registration for REUNION day

9:00am - 9:15am Opening remarks
Bulletproof is Forever
A team mindset, confidence, and optimizing your opportunities will power your business through any market. Learn how to create a bulletproof business strategy and make 2023 your best year yet.
SPEAKER: Dan Deist
LOCATION: Main Stage/Ballroom

9:15am - 10:00am Keynote Session
Becoming Bulletproof: The Ultimate Sales & Marketing Blueprint for Success
Get ready for a high energy session designed to provide you with the most effective sales and marketing strategies to grow in a constantly evolving market. This session is prepared for home inspectors to transform your business and boost your sales success.
In this presentation, you will learn:

- Sales strategies to generate a steady flow of leads and convert prospects into loyal clients
- Creative marketing strategies to set your home inspection services apart from the competition and establish yourself as a trusted expert
- Learn to leverage digital platforms and social media to expand your reach and grow your SOI
- Build stronger relationships with real estate professionals and homeowners, building a referral network for sustainable business growth

SPEAKER: Jeff Lobb
LOCATION: Main Stage/Ballroom

10:00am - 10:30am *From Commercial Inspections with Love*
Commercial inspections may not be a part of your current service offering — but might be right for you. In this panel discussion, discover if it is worth it and if so, how to break into the market.
PANELISTS: Dave Sherwood and Donnie Bentley
MODERATOR: Dan Deist
LOCATION: Main Stage/Ballroom

12:30pm - 1:30pm

Lunch break at Ballroom West

1:30pm - 2:30pm

BREAKOUT SESSION

License to HomeBinder: How to use it to get new and repeat customers

If you're a platinum member, you get HomeBinder for free. Find out how people are using it — from an actual user. How to leverage it to acquire new customers, build better relationships with existing customers, and how it benefits home buyers and real estate agents.

SPEAKERS: Andrew Fox and Jack Huntress
LOCATION: Ybor room

BREAKOUT SESSION

Never Say Never: A closer look at determining if Commercial inspections are right for you, and how to break into the market.

A deep dive into Commercial inspections to suss out the gritty details on how and when to build it into your service offering, avoid pitfalls, and move forward with confidence.

SPEAKER: Dave Sherwood
LOCATION: Hyde Park room

BREAKOUT SESSION

Golden HR: Retaining your best employees and planning for the slow season

Do you have a plan in place for the slow season? Non-monetary compensation? How are you making sure that your best employees don't move on? Learn from the best in the business how to identify HR issues before they happen, groom your best for management, and keep employees happy during the slow season without breaking the bank.

SPEAKER: Susan Bentley
LOCATION: Seminole Heights room

1:30pm - 2:30pm

EXPERIENCE MASTERMIND SESSION

Experience MasterMind (for Non-members from 1:30pm-4:00pm)
Sit down with some of the biggest names in home inspection for a free, collaborative growth session that could change the entire course of your home inspection business.

iGo Community's Mastermind Meetings are powerful, hands-on coaching sessions designed to solve the problems that many home inspection companies face. This is a "sample sized" version for inspection company owners who are new to iGo to let you experience mastermind firsthand, and learn how it's improving the lives and businesses of home inspection company owners across the nation.

SPEAKERS: Dan Deist, Jerry Linkhorn, and Chad Hett
LOCATION: Palma Ceia room

2:30pm - 3:00pm

Break

3:00pm - 4:00pm

BREAKOUT SESSION

No Cost to Low Cost Strategies

In the competitive world of home inspection, it's crucial to implement effective sales and marketing strategies for maximizing your business potential while keeping costs low. This session provides no-cost to low-cost solutions to help you get better results, and enhance your marketing, branding, and sales generation efforts

SPEAKER: Jeff Lobb
LOCATION: Ybor room

BREAKOUT SESSION

A View to Management: How to identify, train and promote the employees that are ready for management

Growing your business is exciting, but when it comes down to managing and promoting, you may need to get out of your own way.

Enhance your ability to identify, train, and promote your employees, and discover the key factors that contribute to successful employee advancement. Platinum Coach Blaise Ingrisano explores the importance of identifying and nurturing employee strengths and potential, and how to create a culture that supports employee growth and development.

SPEAKER: Blaise Ingrisano
LOCATION: Hyde Park room

BREAKOUT SESSION

Opening New Markets - Additional details to come

PANELISTS: Harmony Brown, Jonathan Giner, and Austin Hintze
MODERATOR: John Russell
LOCATION: Seminole Heights room

EXPERIENCE MASTERMIND SESSION

Resume Experience Mastermind Session
LOCATION: Palma Ceia room

4:00pm - 4:30pm

Break

4:30pm - 5:30pm

BREAKOUT SESSION

The Customer Who Loved Me: Maximizing revenue from existing clients

When acquiring new customers gets tough, focus on maximizing revenue from existing clients to increase profitability and safe-guard your business.

PANELISTS: Dave Adams and Josh Niehaus
MODERATOR: Dan Deist
LOCATION: Ybor room

BREAKOUT SESSION

Eyes Only: Using RP Max to land clients

Your sources may have tipped you off, but it isn't public yet. Find out how to use, implement, and market RP Max to land new clients.

PANELISTS: Chad Hett and Jerry Linkhorn
MODERATOR: Christian Adams
LOCATION: Hyde Park room

BREAKOUT SESSION

Mission Critical: Maximizing your client list and generating repeat business through pest inspections
Are you leveraging pest inspections as a recurring revenue stream? Learn new ways to maximize your client list and create stable repeat business.

SPEAKERS: Donnie Bentley and Blaise Ingrisano
LOCATION: Seminole Heights room

8:00pm - 9:30pm

Evening Reception at Spaniard Terrace

9:30pm - 12:00am

Platinum Lounge

THURSDAY APRIL 27

8:00am - 11:55am

Mastermind Meetings
Accel GSD: Palma Ceia room
Advantage: Ballroom East room
Challengers: Ballroom Main room
Elite: Ybor room
Powerhouse: Seminole Heights room
Supreme: Hyde Park room

12:00pm - 1:00pm

Lunch break at Westshore West Ballroom/
Ballroom West

1:00pm - 5:30pm

Resume Mastermind Meetings

9:00pm - 12:00am

Platinum Lounge

FRIDAY APRIL 28

8:00am - 11:55am

Mastermind Meetings
Mastermind Meetings
Accel GSD: Palma Ceia room
Advantage: Ballroom East room
Challengers: Ballroom Main room
Elite: Ybor room
Powerhouse: Seminole Heights room
Supreme: Hyde Park room

12:00pm - 1:00pm

Lunch break at Westshore West Ballroom/
Ballroom West

1:00pm - 5:30pm

Resume Mastermind Meetings

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