



Ohio Masonry Association Annual Meeting March 27th & 28th Columbus, Ohio

Wednesday, March 27, 2024

TopGolf
2000 IKEA Way
Columbus, Ohio 43240

5:00 – 9:00 pm **Appetizers, Drinks, Buffet Dinner and Golf**

Thursday, March 28, 2024

Hilton Columbus/Polaris
8700 Lyra Dr.
Columbus, OH 43240

7:30 am **Registration, Breakfast and Vendor Tabletops**

8:30 **Welcome & Opening Comments**

8:45 - 10:00 am **OSHA Knocking at the Door: New National Emphasis Programs & OSHA Inspections**

with Doug Jenks, Auman, Mahan and Furry

Doug will describe several new national emphasis programs that allow OSHA to conduct inspections even without a complaint or injury at your jobsite. He will also discuss how an employer can prepare for these NEPs and how to respond if and when OSHA shows up to conduct an inspection.

10:00 – 10:15 am **Break and Vendor Tabletops**

10:15 – 11:45 am **Keynote: The Rules of Client Engagement**

with Marvin Montgomery, Author, Professional Sales Trainer & Coach

Marvin will share the rules of customer engagement to alleviate pressure and demonstrate care, emphasizing benefits, active listening, and strategic questioning for becoming a Trusted Advisor. The objective is to equip participants with essential skills for a positive initial approach, fostering long-term customer relationships and improving Close Rates.

12:00 – 1:00 pm **OMA Annual Meeting & Lunch**

OMA will host its Annual Meeting to update the membership on association activities

1:00 – 2:00 pm **The Evolution of Structural Masonry**

with Tom Elliott, International Masonry Institute

Masonry has been an important component in structural systems since the beginning of time. Tom will review the construction of structural masonry buildings from the late 1800's to today with an emphasis on how current masonry materials when combined with recent code changes and trained craftworkers, can lead to more efficient structural masonry designs.

2:00 – 2:15 pm **Break and Vendor Tabletops**

2:15 – 3:15 pm **Paul Oldham - CheckOff Program Update**