



Connected Peers Program Group Descriptions and Meeting Times

Marketing Managers

The Marketing Managers community is designed to fit the needs of those professionals charged with managing marketing activities in their organization. Some of these activities could include customer data analysis, CRM utilization, incentive and loyalty coordination, omni-channel advertising and development, etc. Regardless of where your organization is in development of marketing programs, participants are encouraged to learn and share their experience for the benefit of all.

Meeting Time: 3rd Tuesday of the month @ 11:30 Central

Purchasing Managers

The Purchasing Manager community is designed to fit the needs of the professionals who either oversees a team of buyers or is the head purchaser for a smaller entity. Either way, the group will focus on purchasing techniques, methods, analysis and software capabilities. As a word of caution, we have to be careful to avoid any discussion pricing, special terms or anything that could be construed as collusion or anti-trust.

Meeting Time: 3rd Wednesday of the month @ 10:30 Central

Sales Managers

As a Sales Manager for Field Sales Representatives you're always looking for an edge. This community is the place to find it. Team up with others across the country facing the same struggles you are to find best in class solutions for recruiting, developing, mentoring, and motivating your group. Each month we'll tackle an issue important to the community. Examples could be designing the perfect compensation plan, deciding if call reports really work, building a pipeline of talent, and spanning generational differences.

Meeting Time: 3rd Wednesday of the month @ 3:00 Central

Showroom Managers

Showroom Managers face a wide range of challenges. Dealing with operational issues such as displays and inventory, managing both face to face and telephone sales interactions, and handling vendor relations and coordination is only a part of what a Showroom Manager's job description entails. Join a community of your peers and as you all share your experience, you'll tackle the challenge of managing today's fast paced showroom together.

Meeting Time: 3rd Tuesday of the month @ 1:00 Central



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Finance Managers

Financial Management in wholesale distribution often brings a unique set of challenges as you're expected to work in and across so many functions of the business. Whether directly responsible for AR, AP, Purchasing, IT, or working to support those areas the financial team is critical to the effective management of the operation. The ASA Connect Finance Managers community is made up of CFO's, Controllers, Accountants, VP's of Finance, and other roles responsible for overseeing financial aspects of the distributor. During our monthly virtual meetings, we will address challenges members face and share our experiences to develop best in class responses.

Meeting Time: 3rd Thursday of the month @ 10:30 Central

Credit / AR Managers

The Credit Manager community is designed to fit the needs of the professional who oversees the extension of trade credit and management of receivables. The responsibilities of this individual are far and wide. We will discuss topics related to credit applications, collections, line management and working with the customer payables department. This is a great opportunity to share best practices with others in the contractor related distribution market.

Meeting Time: 3rd Thursday of the month @ 1:30 Central

Human Resource Managers

It all starts with our people. Today's HR Manager plays a vital role in the health of their companies and issues related to safety, compliance, compensation, and recruiting make up only part of their ever-expanding job description. The Connect Human Resource Managers Community uses a proven peer to peer networking model of facilitated experience sharing to address common challenges to develop best in class solutions. Join in monthly with other HR professionals across the country to tackle some of your pressing issues.

Meeting Time: 3rd Wednesday of the month @ 12:00 Central

Training Managers

Distributors rely on their training managers to source and develop content, motivate their employees to learn and grow, and help leadership bridge the gap between where the company currently is and where leadership wants it to be. But where can these trainers go for help? Right here! This Connect Community will be THE place for training managers to network with each other, share best practices, and learn from their peers.

Meeting Time: 3rd Thursday of the month @ 12:00 Central



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Operations Managers

The Operations Managers community is designed to fit the needs of those professionals charged with overseeing the operations of the entire organization. This person may oversee a distribution center, branch locations, or simply be responsible for operational fulfillment. Although similar, this position is generally more strategic than the branch manager responsibilities.

Meeting Time: 3rd Tuesday of the month @ 2:30 Central

Technology Managers

It is one of the fastest growing management positions in distribution space. This community will focus on the needs of those professionals overseeing all aspects of the information technology space. The areas of focus are varied. Whether you are focused on the ERP, network management, mobile technologies or web development, this will be a great opportunity to bounce ideas and solutions around others serving the needs of wholesale distribution.

Meeting time: TBD