

# MARK YOUR CALENDARS

## 2013 PWNA Convention & Trade Show October 17 - 19

October 17 through 19, the Power Washers of North America will host its annual convention and trade show, which will again be at the Embassy Suites in Orlando, Florida. While the venue will be the same as last year, the event itself will be featuring many added highlights this year.

### Education and Certification

“We’re planning to have several new classes this year, yet still offer certification courses,” explained PWNA Director Jackie Gavett. Certification classes that have been confirmed as of now are the Wood Restoration, Fleet Washing, Roof Cleaning, House Washing, and Environmental Certification Classes. “We will also offer a Kitchen Exhaust Cleaning class with Daryl Mirza. However, this is not a certification class.”

Back on the schedule this year is “Taking Your Business into the Millions.” This invaluable panel discussion/question and answer session will be led by several PWNA members who have million-plus dollar businesses.

Another educational opportunity is the “snack and chat” round tables, which “are great

for open discussion on specific topics,” said Gavett. Each round table has a designated facilitator to help keep the conversation on topic. Previous convention topics have included:

- Equipment– Materials, Cleaners & Chemicals
- Flatwork, Concrete Cleaning, Commercial Svc.
- Fleet Washing
- Growing Your Business
- House Washing
- Kitchen Exhaust Cleaning
- Marketing
- Residential Services
- System& Processes
- Wood Restoration

### Trade Show and Demos

The trade show floor will be open on Friday and Saturday, and the PWNA is aiming to bring in more vendors than ever. Saturday will also include outdoor equipment demos, which are always a conference favorite. PWNA has many sponsorship and exhibitor opportunities available. Interested vendors should contact the PWNA headquarters.

“We also expect to have more vendors actually lead classes this year,” added Gavett. One example will be Seal n Lock’s Authorized Technician/PWNA Flatwork Certification Course. “We’re very much looking forward to Orlando. We’ve found the pressure washing industry to be a great group of guys, and they are a perfect fit for the sealing industry,” explained Rich Colletti of Seal ‘n Lock. “PWNA is a great outlet for us to introduce these guys to paver sealing. We’ve helped several pressure washing companies take their businesses into new directions with customers they were already serving.”



*Trade Show & Demos*



## Networking

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Another new program that the PWNA will be unveiling soon and implementing at the conference is the New Member Mentoring Program. Watch for details on this in a future issue of eClean.

There will be a cocktail reception every night, opening up more opportunities for networking. The Embassy Suites host a wonderful full breakfast buffet, as well as free snacks and drinks in the evenings. "The facilities are beautiful, affordable, and are in an area where weather should allow us to do outdoor demos,"



## Education

said Gavett.

So mark you calendars now because at the PWNA convention, you get it all. Certifications taught by qualified instructors. Educational courses to help you grow your business. Time to meet face-to-face with vendors and see the latest equipment and products in action. Plus, networking opportunities with some of the top power washing business owners in North America.

To learn more about the PWNA, its certification courses or the annual convention and trade show, visit their website at [www.PWNA.org](http://www.PWNA.org).



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