**CONFERENCE SPEECH**

**FOR**

**STEVE TICKNOR**

Hello everyone!!! I want to thank all of you for being here at the \_\_\_\_\_\_\_\_\_\_ annual sales conference for (**name the company**). This company has an incredibly long and blessedly rich history. For the past one hundred and fourteen years, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ has shown what integrity, excellence, and purpose can accomplish when these qualities are at the core of the foundation of a business dedicated to its community and the people it serves. None of this longevity would have been possible without the wisdom and hard work of our founders, nor would it be sustainable without the commitment of all of you and your families and friends who consistently support your efforts on behalf of this company.

This coming year marks the beginning of my tenure as president of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. I am preceded by three generations of family members that have paved the way... from our founder, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ who saw a need and fulfilled that purpose, to (**name two or three other previous relatives that have guided the company**) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, who adapted time tested principles, honored contemporary climates, challenges, and conditions, and embraced technology and ever-evolving circumstances to bring products and services to the construction industry. I truly believe that we, here at \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, have the best of both worlds... history, continuity, and heritage to guide us fundamentally, and a reverence for the future that continually encourages us to create, develop, and sell product that will advance with the times and protect our communities for years to come.

And while all of us can easily boast that while we are **LEADERS**... “our minds are in the **GUTTER**... or should I say, **gutters**....” (**wait for the laugh**), for us, in this, our chosen field, it shows we are focused on our work!!! Our minds are not only in the gutters... as they **should** be... they’re on (**name three other elements in the roofing process**) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, all with the aligned intention to comply with our company’s values... Integrity, Safety, and Quality.

Also, speaking of “leaders,” I would like to take a moment to acknowledge and congratulate the company’s top sales people of 2019.... (**name them here**) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. We’d like to thank each one of you for diligence and determination... for keeping all of us on our toes, and for seeing to it that \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ products continue to cover and shelter the businesses and residences that keep our communities protected and strong!!!

As I take the helm, along with (**Name your brother-in-law**), \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, we want each one of you to go forth, assured in knowing that \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, is in confident, capable, and constructive hands. In turn, I know I speak for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ when I say that we are proud of all of our sales force and the intention and drive you bring to this company. While we are living in a constantly changing, evolving, and challenging climate, the ingenuity and determination each one of you demonstrates for this company is refreshing and inspiring. As we face continued competition, we learn from each situation and we welcome the tests that each opportunity presents. In order to remain a viable, growth oriented entity, it’s essential that we all maintain awareness and focus... to continually improve product, performance, and client satisfaction. I know we have the team to do all of this and I look forward to working with each one of you to achieve greater milestones than ever before.

One hundred and fourteen years ago, this company began with an idea and good old fashioned determination..... one hundred and fourteen years later, we still function, inspired by the excellence and dedication of those that laid the foundations... and built the structures that house our ideals today.... and although I could be referring to both actual and metaphoric structures, the message is the same... Let’s keep building, covering, protecting, and serving our neighbors, businesses, and communities. Let’s take \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ into our **ONE HUNDRED AND FIFTEENTH** year.... and beyond.... thank you all!!!