



# GENERAL MEMBERSHIP MEETING 08/07/25

5:30pm - 6pm Cocktail Hour

6pm - 6:30pm Dinner

7:15pm - 9pm Speakers

**PLATT**

[www.platt.com](http://www.platt.com)

Patrick Hinwood  
*Outside Sales*

Matt Firks  
*Director of Sales/Distribution*

**SPAN**

[www.span.io](http://www.span.io)

Tanya Sanger  
*Senior Marketing Rep.*

Kyle Chacko  
*Marketing Rep.*

[www.federatedinsurance.com](http://www.federatedinsurance.com)



## ELEVATE YOUR SALES CONVERSATIONS

Join us for a powerful session designed to elevate your sales conversations by integrating homeowner cost savings and smart energy insights with SPAN. Discover how SPAN enhances value for homeowners through advanced home backup capabilities, real-time energy usage tracking, cost visibility, and seamless EV charging with solar integration.

We'll also walk through proven Sales Best Practices and show you how to effectively position SPAN as a core part of a modern backup system. Learn how to offer a truly differentiated solution, simplify your sales process, and create a memorable customer experience—starting right at the point of sale with the SPAN app.

## WHAT THE HAY IS GOING ON IN INSURANCE TODAY?

Tanya Sanger and Kyle Chacko from Federated Insurance will discuss emerging trends and statistics impacting the insurance industry, along with strategies for risk management and awareness to help businesses prepare more effectively.

**RSVP NOW!**

(425) 258-2644

[LydiaL@NecaCascade.org](mailto:LydiaL@NecaCascade.org)

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