



EPISODE 1

Team Meeting Presentation

FEATURING



PORTER PIPE & SUPPLY

PARTNERSHIP WITH **PURPOSE**

WE SUPPLY AMERICA



POSITIVE FOCUS

Let's go around the table and all share one thing (in 30 seconds or less) that is great and positive in our personal and/or professional life.



WE SUPPLY AMERICA

WHAT IS WE SUPPLY AMERICA?

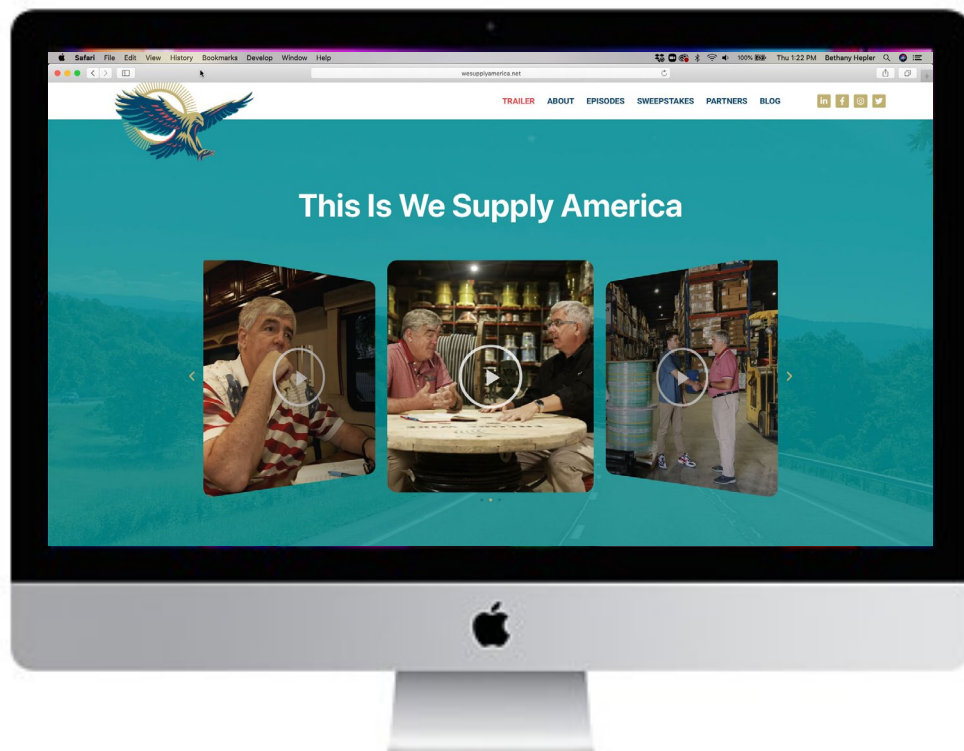
- A national movement to champion the noble calling of distribution
- A docuseries of eight broadcast quality episodes featuring distributors
- A tour across America with industry consultant Dirk Beveridge visiting distributors to tell their stories across social channels





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PORTER PIPE & SUPPLY

- **Third generation family owned business**
- **Wholesale supplier of commercial plumbing supplies, pipe, valves, and fittings, HVACR equipment and industrial and mechanical products**
- **Key messaging:**
 - Your Productivity Is Our Priority
 - Partnership With Purpose
 - Partnering to Help Build America
 - Culture Is Everything



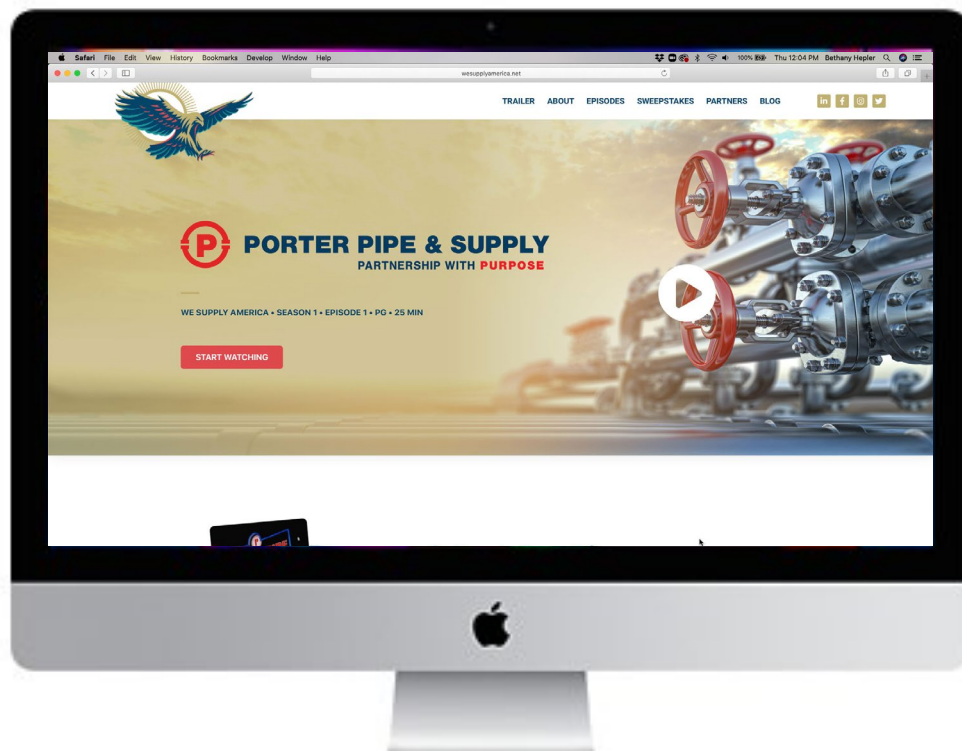
**PORTER
PIPE & SUPPLY**





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INDIVIDUAL REFLECTION

Take 10 Minutes And Write Answers To These Questions:

- **What inspired you as you watched the episode?**
- **What business insights were informative?**
- **If there was one person in the episode that you would like to personally and/or professionally connect with - who would it be and why?**
- **In what ways is what Porter Pipe does, noble?**
- **What are my 3 most important take-aways?**
- **What could we as a team take from this episode to further our mission & capabilities?**



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GROUP DISCUSSION

What inspired you as you watched the episode?





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GROUP DISCUSSION

What business insights were informative?





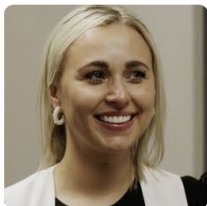
WE SUPPLY AMERICA

GROUP DISCUSSION

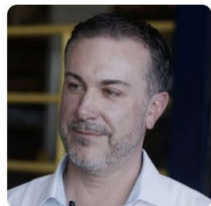
If there was one person in the episode that you'd like to personally and/or professionally connect with - who would it be and why?



NICK PORTER
CHIEF EXECUTIVE
OFFICER



**STEPHANIE
PORTER**
MANAGER OF
MARKETING &
BRAND INITIATIVE



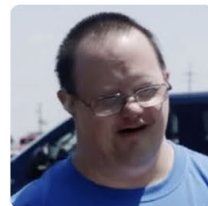
CRAIG COSTA
VP OF BUSINESS
TECHNOLOGY &
BRANCH
OPERATIONS



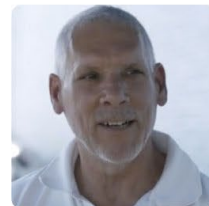
**HAROLD
KEPPNER**
OUTSIDE SALES
REP., HVACR



**RICK
SEVERSON**
WILL CALL
MANAGER



**RAY
STRZEWSKI**
"THE MAYOR"



DAN NATICK
GRILL MASTER



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GROUP DISCUSSION

In what ways is what
Porter Pipe does, noble?





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GROUP DISCUSSION

What is one of your most important take-aways?





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GROUP DISCUSSION

What could we as a team take from this episode to further our mission and capabilities?





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FURTHERING THE MISSION OF WE SUPPLY AMERICA

Let's share our story from today's team meeting!

- **Pick a social channel**
- **Use hashtag #wesupplyamerica**
- **Tag @dirkbeveridge @unleashwd @porterpipe**
- **Post a picture and/or key thought you had as a result of this episode and our discussion**
- **Ready ... Go!**





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BONUS FOOTAGE

Watch the full and unedited discussion between Dirk and Porter Pipe & Supply CEO Nick Porter now!

[CLICK HERE FOR ACCESS](#)





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THANK YOU TO OUR GENEROUS SPONSORS

UNleash^{WD}

Lead by founder Dirk Beveridge, UnleashWD is a design, innovation, and strategy firm who transforms legacy wholesale distributors into nimble and innovative market leaders.



Infor is a global leader in business cloud software who designs modern, intuitive, and agile solutions that help wholesale distributors achieve continuous innovation to be more competitive.

proton

Proton is a cutting-edge, AI powered platform, custom built for distributors to help you make data-backed, perfectly targeted sales pitches at every interaction, across every channel.

IN ASSOCIATION WITH





PRODUCED BY
Dirk Beveridge

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