



**EPISODE 1**

**Team Meeting Kit**

**FEATURING**



**PORTER  
PIPE & SUPPLY**

PARTNERSHIP WITH **PURPOSE**



**WE SUPPLY AMERICA**

## A NOTE FROM DIRK BEVERIDGE

Hi there,

I want to thank you for your interest in We Supply America and bringing the insights and inspiration from this episode into your organization.

We set out on a mission to champion the noble calling of distribution. I truly believe that what you and your people do is much more than “move boxes.” While companies like Amazon get much of the press, they are not the story America needs to know about. Your story is.

It is the 30,000 independent - often family owned - businesses that built this country, kept it supplied before and during the pandemic, and will continue to keep it supplied well into the future.

And what is it that you are supplying?

Again, I believe it is much more than the products on your shelf. You keep this country and your local community running. You ensure this country moves forward and continues to advance.

And that is noble!

My greatest hope is that you and your team will not only watch each episode and use these meetings kits to discuss and Lift and Shift the ideas into your business, but I hope you insert yourself into the story of We Supply America.

While you will see the stories of other distributors in these episodes, these stories are about you, your business, and your employees. Share your stories on LinkedIn, Instagram, Facebook, and Twitter using the hashtag #wesupplyamerica and be part of the thousands strong who are championing the noble calling of distribution.

With the greatest respect,  
Dirk

PS: I'd love to see a picture of you and your team using this meeting kit as you watch and discuss this episode. Please share a photo on my [LinkedIn profile](#).



## TEAM MEETING OVERVIEW

Below is a framework from which you can build your meeting agenda. Consider this a start and feel free to shape your discussion in a way that best serves your team. Our goal with this agenda is to help you and your team do more than “just watch” the episode. I know you will find inspiration and insight in the episode. Your opportunity is in the individual and team reflection that leads to meaningful conversation.

For each agenda item, there is a corresponding slide on the accompanying PowerPoint presentation.

On the following page is a Self Reflection framework that is designed for you to print and provide to each meeting participant. After watching the episode, participants should be given about 10 minutes to self reflect and answer the questions on the framework. You can then use this thinking to lead a dynamic and collaborative group discussion afterwards.

Enjoy the process, and let me know how it goes.

## MEETING AGENDA FRAMEWORK

- 1. Welcome (1 Minute)**
- 2. Positive Focus (30 Seconds Per Participant)**
- 3. Introduce We Supply America - Show 2 Minute Trailer (5 Minutes)**
- 4. Intro Featured Distributor To Set The Stage For Watching Episode (3 Minutes)**
- 5. Watch The Episode (15–25 Minutes)**
- 6. Individual Reflection Time (10 Minutes)**
- 7. Group Discussion (15 Minutes)**
- 8. Social Participation (5 Minutes)**
- 9. Adjourn**



**WE SUPPLY AMERICA**

## **EPISODE 1: PORTER PIPE & SUPPLY SELF REFLECTION**

After watching the Porter Pipe & Supply, We Supply America episode take a few quiet moments to yourself and answer the following questions.

1. What inspired you as you watched the episode?	2. What business insights were informative?
3. Is there one person in the episode that you would love to personally and/or professional connect with - who would it be and why?	4. In what ways is what Porter Pipe does, noble?
5. My 3 most important take-aways are:  A.  B.  C.	6. What could we as a team take from this episode to further our mission and capabilities?