

The Presidents' Forum OF HOUSTON



Thursday, October 11, 2018

THE
ENTREPRENEURSHIP
INSTITUTE
■ The Business of Growth

Presidential Presenters

Jim McIngvale
Owner, Gallery Furniture



With just \$5000 and a dream Jim "Mattress Mack" McIngvale has grown to become an icon in Houston's furniture industry and a philanthropic leader. After college Mack spent time working at a furniture store in North Texas where he learned strong business tactics and developed a passion for the furniture industry. His competitive spirit inspired him to open his very own furniture store. He moved to Houston and started Gallery Furniture in 1981 on an abandoned model home park located off the North Freeway. Mack's tenacity and brilliant marketing skills has led to Gallery Furniture being one of the most trusted stores in the area. Promising to "Save You Money" and "We'll deliver it today", Mack believes in bringing his customers a wonderful shopping experience. Wanting to veer from traditional furniture stores Gallery Furniture hosts a number of exotic animals, a kids play area, and treats like fresh baked cookies and ice cream to bring a fun family oriented environment. Mattress Mack's service to the community does not end at Gallery. Grateful of his business success, Mack gives back by contributing funds to several scholarship programs and various local charities. Gallery Furniture has also committed to providing new furniture to various USO centers around the world.

K. Cody Patel
Founder & CEO, Indus River Ventures



K. Cody Patel is a passionate and tireless healthcare technology entrepreneur. In addition to serving at the helm of a rapidly growing regional pulmonary disease management and medical device company, he has established and overseen several entities. Those entities specialize in COPD, asthma, cardiac, neuro-and sleep diagnostics, home health and telemedicine. Through Indus River Ventures, Patel leads as a change-agent by incubating and accelerating entities. This enables the technological transformation of the healthcare industry to better serve all stakeholders, including patients, payers, and providers. Patel is also an active participant in the Houston community. He feels blessed to be able to use his resources to help others. He has served on the alumni board of the University of St. Thomas, where he graduated cum laude with a B.S. in Economics and a BBA in Finance. He is also a board member of Life Houston, and has served as co-chair of the Center for Science and Health Professions at the University of St. Thomas and Texas Children's Hospital Ambassador program.

Brock Wagner
Founder, Saint Arnold Brewing Company



Brock Wagner has a long history with beer. In fact, it starts before he was born. His great-great-great grandfather came from Alsace in the mid-1800's and opened Wagner's Beer Hall in San Francisco (now the oldest existing bar in the city, renamed The Saloon.) Brock grew up in Cincinnati and Brussels, both big brewing towns, where he was exposed to many of the beer styles of the world. Then in college at Rice University, fate (and a friend) introduced him to homebrewing. This love of beer and brewing was what eventually led him to the inevitable: opening a microbrewery. Brock develops the recipes for the Saint Arnold beers based on his own homebrewing experience coupled with a desire to create world class beers for local tastes. His preference is for beers with rich malty, creamy flavors and no shortage of hops. Brock also revived the old tradition of cask ales, a style of beer not seen distributed in Texas since probably prior to Prohibition. Several of the Saint Arnold beers have won awards, including from the Great American Beer Festival, the World Beer Cup, the Real Ale Festival, the Colorado State Fair and the World Beer Championships. Prior to starting the brewery, Brock spent six years in investment banking working on corporate finance, mergers and acquisitions projects totaling more than \$4 billion. Brock graduated from Rice University in 1987 with a BA in Economics.

Sustaining Growth - A Panel Presentation
How the HBJ Fast 100 Companies Keep Flourishing



The HBJ's annual Houston Fast 100 Awards are among the most coveted accolades local businesses can receive. But how do the leaders of the Fast 100 sustain their remarkable growth? Find out directly from those leaders at this exciting panel, which will feature CEOs from diverse industries, including technology, architecture, hospitality and health care. Phil Morabito, CEO of Pierpont Communications, will moderate.

THE PRESIDENTS' FORUM SCHEDULE Thursday, October 11, 2018

7:30 - 8:30 a.m.

■ Registration/Networking/Breakfast

8:30 - 9:15 a.m.

■ Kick Off Address by Jim McIngvale

9:15 - 9:45 a.m.

■ Morning Presentation by K. Cody Patel

9:45 - 10:45 a.m.

■ CEO Panel Discussion with HBJ Fast 100 Award Recipients

10:45 - 12:30 p.m.

■ Breakouts/Peer-to-Peer Interactions:
■ Overcoming Obstacles in the M&A Process
■ What Business Owners Need to Know about Cyber Security in 2018
■ Striving for Operational Excellence

12:30 - 2:00 p.m.

■ Lunch
■ Luncheon Address

2:00 - 3:30 p.m.

■ Breakouts/Peer-to-Peer Interactions:
■ Forecasting the Future of Digital Marketing
■ Human Capital - Culture vs. Compensation
■ Maximizing Profits in a Strong Economy

3:30 - 4:00 p.m.

■ Afternoon Keynote Address by Brock Wagner

4:00 - 5:00 p.m.

■ Networking Reception

REGISTER NOW

www.tei.net/register

THE PRESIDENTS' FORUM OF HOUSTON

A 'By-Invitation-Only' Program
For CEOs, Presidents Or Owners

- "I was very impressed with the President's Forum. The Forum I attended was probably one of the best such events I have been to....I found the key note addresses informative and thought provoking; the break-out sessions were conducted very well and had many valuable "take a-ways" for me."

Linda Clark, American Medical ID
The Presidents' Forum of Houston

- "Honestly, it was as if this Forum was designed with my company in mind. All subjects were perfect. It was as if everyone was speaking directly to me!"

Carole Cook, Industrial Equipment Company
The Presidents' Forum of Houston

- "This being my first time, I was very impressed, very informative, many useful ideas to take home."

Mark Steiner, Chemviron Midwest, Inc.
The Presidents' Forum of Columbus



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You can't google the solution to an important business problem. What you can do is listen to and discuss how other CEOs have addressed the same issues of concern to your business. From enlightening "case study" presentations to inspiring smaller roundtables and substantial peer-to-peer networking, you'll get practical solutions, generate new ideas and make valuable business connections.

Presentations

Successful owners and prominent leaders discuss best practices to resolve key business issues.

Roundtable Interaction

Participate in engaging Q&A sessions with the Forum's CEO, faculty and other top-level experts.

Networking

Share ideas, develop leads to expand your market, and build your business through strategic alliances.

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THE BRIAR CLUB

2603 Timmons Lane, Houston, TX 77027

The Presidents' Forum was created through the efforts of the Advisory Board of Houston and The Entrepreneurship Institute (TEI) to provide practical solutions, relevant information and valuable contacts needed to thrive in a challenging economy. TEI is the most successful independent non-profit educational corporation organized solely to assist and encourage the growth of American enterprises. Since 1976, TEI has assisted thousands of company presidents in solving problems and developing business contacts that contribute positively to the bottom line.



To learn more about the President's Forum and our various other opportunities and resources, visit www.tei.net.



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