

CONSTRUCTION & MANAGEMENT
INTERSTATE
B2B EXPO 3.0

EDUCATION PROGRAM

Meadowlands
Exposition Center, Secaucus, NJ



A project by:
CJBA
NEW YORK

EDUCATION PROGRAM

11:00 - 11:45

Hall B

AHRON GOLDING, ESQ

ROTH & CO

INDEPENDENT CONTRACTOR OR EMPLOYEE?
STAYING OUT OF TROUBLE.

11:00 - 11:45

Hall C-D

JOE APFELBAUM

CHIEF ENERGY OFFICER, AJAX UNION

HOW TO 10X YOUR REFERRALS FROM LINKEDIN AND
GENERATE REAL REVENUE FOR YOUR BUSINESS.

12:30 - 1:30

Hall C-D

NAPHTALI HOFF (Moderator)

PRESIDENT, IMPACTFUL COACHING & CONSULTING

ALL THERE IS TO KNOW ABOUT UNCONVENTIONAL LOANS

PANEL

YANKIE MARKOWITZ

SBA LOAN GROUP, PRINCIPAL PARTNER

SALVATORE CONTI

VP NJ, SCHWARTZ & CO. CAPITAL GROUP

LARRY ANDELSMAN, ESQ

LAW OFFICE OF LAWRENCE ANDELSMAN PC

MICHAEL WIELGUS

DIRECTOR OF PRODUCT DEVELOPMENT
FM HOME LOANS

2:30-3:15

Hall B

ARON GOTTLIEB (Moderator)

FOUNDER, NYRECOURSE.COM, VICE PRESIDENT, DIVERSIFIED
CAPITAL A. MADISON TITLE COMPANY

OPPORTUNITY ZONES AND WHAT IT MEANS FOR
THE REAL ESTATE MARKET

ROUNDTABLE DISCUSSION

JAIME REICHARDT

DIRECTOR, STATE AND LOCAL TAX AT CITRIN COOPERMAN

BONNIE DIAZ

COUNSEL, CSG CORPORATE AND TAX GROUPS

2:30-3:15

Hall C-D

MENY HOFFMAN

CEO, PTEX GROUP,
HOST OF THE LET'S TALK BUSINESS PODCAST

INTERACTIVE NETWORKING CIRCLE –
LEARN HOW TO NETWORK LIKE A PRO

4:00-4:45

Hall C-D

BEREL SOLOMON

CEO, WEALTHY COMMERCIALS

HOW TO MAKE MILLIONS OF DOLLARS SELLING YOUR PRODUCT
OR SERVICE USING LINKEDIN.

KEYNOTE SPEAKER



EDUCATION PROGRAM

11:00 - 11:45

Hall B



AHRON GOLDING, ESQ

ROTH & CO

INDEPENDENT CONTRACTOR OR EMPLOYEE?
STAYING OUT OF TROUBLE.

This session will discuss Worker classification issues and how to determine whether a provider is an Independent contractor or employee. We will also discuss how to deal with unemployment insurance audits and getting relief from Workers comp penalties.

Hall C-D



JOE APFELBAUM

CHIEF ENERGY OFFICER; AJAX UNION

HOW TO 10X YOUR REFERRALS FROM LINKEDIN AND
GENERATE REAL REVENUE FOR YOUR BUSINESS.

LinkedIn just announced that there are 650 Million members on their platform. But you are not connected to all of them, are you?

The average CEO has 930 connections on LinkedIn and most people are just hoarding connections.

The goal of LinkedIn is to NETWORK not LURK. So instead of waiting for referrals, what can you do to get people who do not know you, to start sending you referrals?

There is an actual strategy to getting people to know you, trust you and like you on LinkedIn. If you want to learn this strategy and start getting referrals from your connections that do not even know who you are yet.

Here are some things you will walk away with.

1. How to get referrals from people who do not know you yet.
2. The secret to getting people to remember you when the time is right.
3. Understanding how to educate your ideal target partner.
4. Why most people fail at getting introductions.
5. The sure fire way to make it super EASY and make yourself referable.



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ALL THERE IS TO KNOW ABOUT UNCONVENTIONAL LOANS



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ROUNDTABLE DISCUSSION

OPPORTUNITY ZONES AND WHAT IT MEANS FOR THE REAL ESTATE MARKET



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MENY HOFFMAN

CEO, PTEX GROUP, HOST OF THE LET'S
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INTERACTIVE NETWORKING CIRCLE – LEARN HOW
TO NETWORK LIKE A PRO.

Learn how to network like a pro in this fast-paced speed networking session, facilitated by Meny Hoffman.



EDUCATION PROGRAM

4:00 - 4:45

KEYNOTE SPEAKER

Hall C-D



BEREL SOLOMON

CEO, WEALTHY COMMERCIALS

HOW TO MAKE MILLIONS OF DOLLARS SELLING YOUR PRODUCT OR SERVICE USING LINKEDIN.

Berel Solomon founded his company 2.5 years ago. He has done over \$3M in sales using LinkedIn alone. No cold calling, no paid advertising, just smart LinkedIn tactics. He has built a following of almost 40,000 people who will buy his products because of the brand he built using the platform.

In this session Berel will be teaching the exact methods he has used to build his business, and show you how you can start implementing them in yours.

Last year Berel won the "LinkedIn Entrepreneur of The Year Award" for Canada. He has hosted 3 of the largest LinkedIn Meetups to date, and he is aiming for 25M in revenue in the next 36 months.

Come and learn how you too can leverage this incredible growing platform to build your business.