**ProSource Summer Education Series 2022 Returns With a**

**Focus on Operations**

***Annual Event Identifies Best Practices for Creating a High-Performance Workplace Culture***

**SOUTHLAKE, Texas** — **July 5, 2022** —[ProSource](http://www.prosourceinfo.com/), the largest audio, video, and integration buying group in the United States, today announced the return of the popular Summer Education Series with a focus on operations, identifying best practices for creating a high-performance workplace culture. The exclusive ProSource member event is scheduled for Aug. 2-4, 2022, to be held at the Venetian Hotel in Las Vegas, Nevada.

The agenda includes a lineup of interactive educational workshops and an open mic session for peer-to-peer problem solving, leading off with a people-first workplace culture keynote speaker.

# **Building Communities by Design – Kathleen Quinn Votaw**

Learn how to create your Camelot Community by instilling and giving trust, creating an incredible employee experience that supports the whole person. Authentically showing up and caring helps develop a community where your employees and business can flourish. Early in her 30-year career, Kathleen Quinn Votaw saw an industry in desperate need of a shake-up and set out to disrupt and transform staffing. In 2003 she launched TalenTrust to show companies of all sizes and across industries what it takes to win the war on talent and create the human-centric cultures that define today’s best companies. Quinn Votaw is the author of the 2016 book “Solve the People Puzzle,” as well as “Dare to Care in the Workplace,” published in 2021.

One of ProSource’s most popular presenters, Dante Walston, is back with two compelling sessions.

# **Culture of Accountability**

In a culture of accountability, people at every level of the organization are personally committed to achieving critical results targeted by the team or organization. This educational session is designed to focus on best practices for creating a culture of accountability in any organization that allows employees to take ownership, build trust between team members at all levels, and be more productive team members.

# **Leading & Lagging Behaviors – KPI Session**

Take control of your performance and understand how to drive improvement. This session will provide tools and techniques to plan and structure a KPI strategy to make informed business decisions and achieve high performance in all aspects of the organization. Attendees will learn to identify why they need KPIs and how to choose the correct lagging and leading indicators for their business objectives.

Walston is the Co-founder and CEO of IntegrateU, a consulting company that helps companies in the custom integration industry implement onboarding, development, and engagement processes. He is a highly experienced leader who has demonstrated the ability to lead and develop diverse teams of professionals to new levels of success in a variety of highly competitive industries. He has a background in management and leadership development and currently works with Livewire, the premier technology integrator in Central Virginia.

Identifying and Reducing Profit Erosion/Understanding the True Cost of Labor – Workshop – Brad Malone and Joel Harris

With the current economic and supply chain unpredictability, bring control to the areas of your business that you can manage. Discover how to:

* Understand and calculate the true costs of your project labor.
* Understand where gross profit erosion occurs in projects and mitigate its occurrence and impact.
* Understand the importance of tracking and analyzing costs throughout the project lifecycle.
* Work with others in an interactive session to create viable and actionable plans to keep the profits you earn.

Malone is a recognized authority on organizational excellence and project management with 28 years of experience and knowledge, spanning hundreds of projects and process improvements as both an executive and consultant. An accomplished author and speaker, Malone is the architect and presenter of standard-setting management training programs for thousands of participants, including AVIXA, NSCA, PSNI, USAV Group, PSA Security, and the Project Management Institute.

Harris is an experienced executive across multiple industries, with extensive experience leading, building, and growing low-voltage companies from audio visual to security to structured cabling to specialty healthcare. Harris has served in COO and CEO roles for the past 20 years and has led multiple successful acquisitions ranging from small bolt-on companies to large strategic ventures.

As content creator for ProSource University (PSU), Stephanie Jones will share her insights on maximizing the LMS platform introduced in 2020.

# **Getting the Most Out of ProSource University – Live Workshop** – **Stephanie Jones**

This live workshop is designed to provide best practices for implementing ProSource University (PSU) within an organization. Participants will walk away with an understanding of the platform, as well as the initial draft of a custom path, company-specific courses, linked outside vendor content, custom groups, and a plan for continuing to build-out on their own. Jones is the Director of Instructional Design for IntegrateU in Richmond, Virginia. She specializes in online curriculum development, course creation, and LMS management for businesses. Jones has a B.A. in economics from the University of Virginia and an M.S. in education from Old Dominion University. In addition to serving as an educator in the classroom, Jones founded her own business, OwlTrainU, in 2014, creating online universities for various businesses and non-profit organizations across a wide range of industries.

Wrapping up the event, ProSource will host the peer-to-peer “Solve My Problem” open mic session, moderated by Sherry Dantonio,Senior Director, Education and Member Recruitment at ProSource. Collaboration to solve business problems is a core part of the ProSource community culture. Thisfast-paced forum was a big hit at the Spring Meeting and is designed for members to ask their peers for help with specific problems.

“ProSource has made a substantial investment in providing our members with the strategies and tools to recruit and nurture high-performance teams,” commented Jim Pearse, President of ProSource. “The

Summer Education Series content is designed for the hands-on implementation of the unique ProSource HR services and programs providing best practices for each member to create their own culture of success.”

**For information on becoming a ProSource member, please contact** Sherry Dantonio at (562) 810-1706 or [Sherry.Dantonio@Prosourceinfo.com](mailto:Sherry.Dantonio@Prosourceinfo.com)**.**

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**About ProSource**

ProSource is a cooperative, member-governed, not-for-profit buying group representing 600+ custom integrators and specialty retailers. With annual sales of more than $6 billion, ProSource is the largest specialty and consumer-electronics merchandising group in the United States, which allows it to negotiate stronger programs with manufacturers, help independent dealers stay relevant to consumers, and keep the specialty A/V channel competitive. For additional information go to [www.prosourceinfo.com](http://www.prosourceinfo.com).

**PR Link:**

**Image Link:** <https://technologyinsidergroup.com/wp-content/uploads/2022/06/Kathleen_Quinn_Votaw.jpg>

**Image Caption:** Summer Education Series keynote speaker, Kathleen Quinn Votaw, author of “Solve the People Puzzle” and “Dare to Care in the Workplace”

**Image Link:** <https://technologyinsidergroup.com/wp-content/uploads/2022/06/Dante_Walston.jpg>

**Image Caption:** Dante Walston, Co-founder and CEO of IntegrateU

**Image Link:** <https://technologyinsidergroup.com/wp-content/uploads/2022/06/Brad_Malone-1.jpg>

**Image Caption:** Brad Malone, VP of Professional Services at Solutions360 and VP of Consulting at Navigate Management Consulting

**Image Link:** [**h**ttps://technologyinsidergroup.com/wp-content/uploads/2022/06/Joel\_Harris-scaled.jpg](https://technologyinsidergroup.com/wp-content/uploads/2022/06/Joel_Harris-scaled.jpg)

**Image Caption:** Joel Harris,President of Solutions360.

**Image Link:** <https://technologyinsidergroup.com/wp-content/uploads/2022/06/Stephanie_Jones.jpg>

**Image Caption:** Stephanie Jones, Director of Instructional Design for IntegrateU

**Image Link:** <https://technologyinsidergroup.com/wp-content/uploads/2022/06/Prosource-Sherry_Dantonio.jpg>

**Image Caption:** Sherry Dantonio,Senior Director, Education and Member Recruitment at ProSource

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