



ATLANTA  
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WORTHINGTON INDUSTRIES

NATIONAL  
SALES  
MEETING

**Changing the Dynamics.  
Delivering Results.**

**Cobb Galleria Centre  
Atlanta, GA**

**Thursday, July 19 -  
Sunday, July 22, 2007**

**W**elcome to the 2007 National Sales Meeting of Worthington Industries. Atlanta will be our base of operations for the next few days and we hope you've come ready to learn and engage in the sessions. We have brought all of you here, in part, to thank you and your spouse for your hard work and dedication over the past year.

In our sessions, we will talk about our roadmap for 2008 and our speakers will challenge you and give you good information to help you grow in your role as the customers' connection to our company. We will also celebrate the individual achievements of many of you in your 2007 performance.

Thank you for your attendance and your participation in our Worthington Industries National Sales Meeting.

A handwritten signature in dark ink, appearing to read "John P. McConnell". The signature is fluid and cursive, with a large initial "J" and "M".

John P. McConnell  
Chairman & CEO

# PROGRAM

## THURSDAY, JULY 19, 2007

*Arrivals - Check in*  
Renaissance Waverly Hotel

6:00 PM *Reception*  
Cobb Galleria Ballroom Foyer  
(Business Casual)

6:00 PM *Computer Drop Off*  
Cobb Galleria Ballroom Foyer

7:00 PM *Dinner*  
Cobb Galleria Ballroom C, D, F, G

9:30 PM *Adjourn*

## FRIDAY, JULY 20, 2007

7:00 AM *Breakfast*  
Cobb Galleria Ballroom C, D, F, G

8:00 AM *Welcome*  
John McConnell  
Cobb Galleria Ballroom A, B, E

8:15 AM *Keynote:*  
*How to Change the Dynamics and*  
*Deliver Results*  
Oren Harari

9:30 AM *Break & Refreshments*

9:45 AM *Managing the Pace with Grace -*  
*Time Management & Selling*  
Jeff Davidson

10:45 AM *The Ultimate Customer Experience*  
Scott Deming

12:00 PM *Lunch*  
Cobb Galleria Ballroom C, D, F, G