

ABOVE[®]

EDGE 2026

CONFERENCE

THE AGENDA

FACTORY SHARPENING PRACTICES & PROFESSIONAL SELLING SKILLS

Tuscany Suite & Casino Hotel: 255 East Flamingo Rd. Las Vegas
Phone (702)-893-8933 | www.tuscanylv.com

MORE
INFORMATION



DAY 1 - MONDAY 5/4

7:30 AM TO 6:00 PM

7:30am | Breakfast

9:30am

Registration/Greeting/Grouping/Team and Vendor Introduction

10:00am

Winning the Competition Through Innovative Shears Development (Chao Wei, President, Above Shears)

10:45am

Elevating Customer Service-How To Support Your Sales (Lauren Garcia, Customer Service Manager, Above Shears)

11:00am

From Demo to Deal-New Shears and Combs Release and Demos (Topher Kirnec, Education Director, Above Shears)

12:00pm | Coffee Break

12:15pm

Trust Building with Hair Stylists-How to Sell to the Salons (Daniel Holzberger, Co-owner of Van Michael Salons, Chief Instructor of Aveda, Award-Winning Stylist)

1:00pm | Buffet Lunch

2:00pm

Effective Knife Sharpening-Mastering Through the Right Equipment and Suppliers (Cliff Curry, President, Curry Custom Cutlery)

2:30pm

Clipper Blades Sharpening-Systems, Tools, and Techniques for Precision Performance (Mitch Kingsland, President, The Shop Inc)

3:00pm

Pros and Cons in the Sharpening Industry-Opportunities and Challenges (Dennis Brooks, President, Sharp Edge)

3:45pm | Coffee Break

4:00pm

Field Solutions-How to Handle Difficult Shears Repairs on the Spot with Hands-On Practices - Jim O'Donnell, President, On the Edge, ABOVE Manufactory Certified '24

5:45pm | Q&A

6:00pm | Close

DAY 2 - TUESDAY 5/5

7:30 AM TO 6:00 PM

7:30am | Breakfast

9:00am

Review Hot-Points

9:30am

More Profit, Same Effort-How to Make More Money Without Increasing Your Workload (Ronald Wada, President, The Shear Doctor)

10:30am

Selling Solutions, Not Products-Understanding Pain Points to Close Sales (Topher Kirnec, Education Director, Above Shears)

11:30am | Photo Taking

11:45am | Coffee Break

12:00pm

Helping Clients Succeed-The Helping Mindset (Frederick Tessier, President, Scissors Master, ABOVE Manufactory Certified '24 '25)

1:00pm | Buffet Lunch

2:00pm

Trust that sells-The Sharpener-Client Relationship Advantage (Mark Manson, President, The Shear Wizard - ABOVE Manufactory Certified '25)

2:30pm

Live Dog Grooming Demo-Understanding Grooming Shears to Improve your Results (Tessa Koenig, Award-Winning Groomer, Sales Director, Above Shears)

3:15pm | Coffee Break

3:20pm

Size Matters-The Importance of Sizers for Comfort and Control (Emily Little, Shears Ring, Founder, Inventor, Licensed Cosmetologist)

3:40pm

Every Component of Sharpening Matters-Stones of Various Functions (Harrelson Stanley, President, Nano Hone)

4:00pm

Mastering Kitchen Knife Sharpening-Essential Techniques for Precision Cutting (Ryan Quast, President, Supersharp)

4:30pm

From Edge to Finish-Sharpening and Polishing Techniques with Hands-on Practices (Bert Suggs, President, Acer Edge, ABOVE Manufactory Certified '24 '25)

5:45pm | Q&A

6:00pm | Close

DAY 3 - WEDNESDAY 5/6

7:30 AM TO 3:00 PM

7:30am | Breakfast

9:00am | Review Hot-Points

9:30am Sales From First Contact to Repeat Orders: Building Profitable Customer Loyalty (Robert Whitehead, President, Exceptional Edge, ABOVE Manufactory Certified '24)

10:30am Advantage of the Sideline Wheel-Faster, Smoother, and More Accurate Sharpening (Alex Lee, Vice President, Above Shears)

11:30am | Coffee Break

11:45am Standing Out in the Industry-Panel Insights and Actionable Takeaways

1:00pm | Buffet Lunch

2:00pm | Certification

3:00pm | Close

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EVENT INSTRUCTORS:

- Alex Lee, Above Shears
- Bert Suggs, Acer Edge
- Chao Wei, Above Shears
- Cliff Curry, Curry Custom Cutlery
- Daniel Holzberger, Aveda
- Dennis Brooks, Sharp Edge
- Emily Little, Shears Ring
- Frederick Tessier, Scissors Master
- Harrelson Stanley, Nano Hone
- Jim O'Donnell, On the Edge
- Lauren Garcia, Above Shears
- Mark Manson, The Shear Wizard
- Mitch Kingsland, The Shop Inc.
- Ryan Quast, Supersharp
- Robert Whitehead, Exceptional Edge
- Ronald Wada, The Shear Doctor
- Tessa Koenig, Above Shears
- Topher Kirnec, Above Shears

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