

IPRO CONFERENCE, NOVEMBER 5,6,7
Doubletree Paradise Valley Resort
Scottsdale, AZ

Conference Theme:

“Survive and Thrive”

“A Meeting of Forward Thinking Representatives and Manufacturers

Conference Agenda (All Conference Agenda items are subject to change)

Thursday, November 5

8:30 – 4:00 PM Optional Workshop: Sanda Blaha, **“Grow Leaders, Grow Value”**

1:00 – 5:00 PM **Individual Manufacturer/Representative Meetings**

1:00 – 4:00 PM Registration Table is available

3:00 Table Leaders Instruction Class

3:00 New Attendee/ New Member Orientation Meeting

4:00 – 5:00 PM **IPRO Board of Directors Meeting with IPRO MG Members**

5:30 PM **Opening Remarks** by David Thomas
Keynote Address by Utz Baldwin, Introduction by David Thomas

6:30 – 8:00 PM **Cocktail reception**
8:00 PM Individual Dinner Arrangements

Friday, November 6

7:00 AM Continental Breakfast
8:00 **Annual Membership Meeting**
Welcome, Goals, Charges, Details by Brett

Neiderman

Welcoming Remarks by Keith Haas
Annual Report to the Members by Ray Wright

8:45 **“New Technologies and Opportunities”** – Rich Green

10:30 Coffee Break

10:45 **WORKSHOP “Communication Elements”**

11:30 **“Table Reports/Questions/Discussion”**

12:00 Lunch

1:00 PM **“Line Profitability Analysis”** by Scott Lindbergh

2:30 **“The Ultimate Partnership Workshop”, moderated by manufacturers**

3:45 Break

4:00 **“Convergence: Today, Tomorrow, and Representative Opportunities”**
Doug Turner, World Sales Manager of IOGEAR

6:00 Leave for Banquet

6:30 – 8:00 **“Annual Members Banquet” – THE KERR CULTURAL CENTER AT ARIZONA STATE UNIVERSITY**

Saturday, November 7

7:00 AM Continental Breakfast

8:00 **“Refocus and Recalibrate”** by David Thomas and Brett Neiderman

8:15 **“Marketing Trends and Directions”** by Dave Pedigo

10:00 Coffee Break

- 10:15 **WORKSHOP - “2009 IPRO Representative Survey” (Andrew Ard and Dave Humphries)**
- 11:45 **SUMMARY - “What have we learned and how do we benefit”**
- *what have you done to improve*
 - *what will you do now*
- 12:00 Lunch
- 1:00 PM PRESENTATION – SPEAKER NOT YET CONFIRMED
- 2:00 pm **WORKSHOP - “How Representatives and Manufacturers Can Manage Expenses”**
- 3:00pm **WORKSHOP - “Getting Customers Engaged as Partners”**
- 4:00 **“Entering New Markets” a panel of Representatives**
- Dave Donald - “Presentation”?**
- Closing **Report of the Board of Directors**
- 6:00 **Group Networking Dinners**

Sunday, November 8th
Enjoy Scottsdale and depart for home