



2019 Minneapolis Fall Conference
Hyatt Regency Minneapolis
Sept. 11 - 14, 2019



Wednesday 9/11

7:30am – 11:30am	Executive Board Room	Advisory Council Meeting
10am – 5pm	4th Floor	Member & Vendor Partner Conference Registration
9am --11:30am	Lake Minnetonka	Introducing NMS Express for FAST Dealer Automation Adoption (Optional) – Keith Tobias CEO and Jodi Tramontin, CMKBD, Director of Dealer Implementation & Education - this operateIT training session will demonstrate how quickly and easily NMS Express can be implemented within your operation with virtually NO preliminary setup. Learn about the latest features and how to quickly take advantage of the the most powerful SEN NMS functions from initial lead inquiry through the centerpiece Good-Better-Best (GBB) budgeting module, and all the way to contract writing.
11:45am -- 3:45pm	Lobby	Medallion Plant Tour (Members Only)
11:45am -- 3:45pm	Lobby	Dura Supreme Factory Tour (Members Only)
12pm – 5pm	Boundary Waters	Vendor Partner Tabletop Setup
1pm - 4:15pm	Lake of the Isles	Roundtable On The New NMS Express Platform - Jodi Tramontin CMKBD Questions and answers regarding the simpler platform, ease of implementation, ease of use and the new LMS Online Learning System as a continuing education tool
4:30pm – 5:30pm	Lake Bemidji	Orientation – New Members & Guests
4:30pm – 5pm	Lake Harriett	Orientation – New Vendor Partner & Vendor Partner Personnel
5:30pm – 8:30pm	Regency Room (2nd Fl.) 5:30 - 7:15 Great Lakes A 7:30 - 8:30	Cheers to 25 Years!! - Featuring Craig Karges Come celebrate with us! Enjoy cocktails and plentiful hors d'oeuvres while mingling with your industry peers! You will be treated to the wonder of Craig Karges who combines the art of of magic with the science of psychology and the power of intuition to create the impression that nothing is impossible. As seen on The Tonight Show, CNN, CNBC, Fox News Channel, Lifetime and E!, Craig will deliver an unforgettable presentation which will awaken participants to the possibility of reaching their full potential and experiencing the extraordinary!

Thursday 9/12

8am – 9am	Great Lakes C	Opening Session & Kickoff – Start the conference off on the right foot with a presentation on the status of SEN, and see who takes home the Fall Conference Awards!
9am – 12pm	Great Lakes Prefunction	Member & Vendor Partner Conference Registration
9am – 1pm	Boundary Waters	Vendor Partner Tabletop Setup
9:15am – 12:00	Great Lakes C	Product Seminars
12:15pm - 1:45pm	Great Lakes A1 - A3	Luncheon & Keynote Presentation – Rebecca Alexander An author, psychotherapist, group fitness instructor and disability rights advocate, Rebecca is also almost completely blind and deaf yet has accomplished more than one would ever think possible given her disability. Having summited Mt. Kilimanjaro, been an Olympic Torch Bearer at the 1996 Atlanta games and swam from Alcatraz to shore in the San Francisco Bay, her sense of adventure and upbeat outlook have motivated her to push far beyond her perceived limitations. Let her story inspire you to challenge yourself and overcome your fears.
2:00pm -- 5:10pm	Boundary Waters	Vendor Partner Table-to-Table Meetings – Part 1 2 - 3:30 9 tables 3:30 - 3:50 Break 3:50 - 5:10 8 tables
5:10pm		Conclusion of Thursday's events! Enjoy a night out on the town!



2019 Minneapolis Fall Conference
Hyatt Regency Minneapolis
Sept. 11 - 14, 2019



Friday 9/13

8am – 9:30am	Boundary Waters	Vendor Partner Roundtable
8am – 12pm	Great Lakes C	Sales/Design Interactive Forum with Kitchen Cousins & Matt Muenster This program will discuss current sales and design challenges in a group format. Participants will be split into smaller groups, brainstorm, and have a "captain" present their solutions. This interactive session allows for collaboration of great ideas for common sales and design related problems.
8:00am – 12:00pm	Various Rooms	Dealer Roundtables Group A: Great Lakes A1 Group B: Suite 4118 Group C: Great Lakes A2 Group D: Great Lakes A3 Group E: Cedar Lake
12:00pm - 12:50pm	Exhibit Hall - 1st Floor	Lunch
1:00pm - 2:00pm	Great Lakes C	Workshop #1: Matt Muenster - Visual Marketing
2:15pm – 5:00pm	Boundary Waters	Vendor Partner Table-to-Table Meetings – Part 2 2:15 - 3:35 8 tables 3:35 - 3:50 Break 3:50 - 5:00: 8 tables
5:00pm – 5:30pm	Boundary Waters Prefunction	Extra Innings Reception – Visit with a Vendor Partner you need more time with and take advantage of the show specials they have to offer!
5:30pm		Conclusion of Friday's Events – Enjoy your night out!
5:45pm -- 8:00pm	Boundary Waters	Vendor Partner Tabletop Teardown

Saturday 9/14

8:00am - 10am	Boundary Waters	Vendor Partner Tabletop Teardown cont'd
8:00am - 9:00am	Great Lakes C	Workshop #2: Sales & Management – "How My Business Became So Successful" In celebration of our 25 th Anniversary as the industry's first buying and business development group., this workshop features the success stories of several veteran members who will be interviewed "live" on stage. You will hear about their biggest challenges to scaling operations, when was their companies' inflection point, team member additions that were key, whether a mentor's influence played an important role, what they felt was their best entrepreneurial quality, when they joined the group and why, their most vivid early SEN experience, which SEN vendor partners were instrumental, which SEN assets contributed the most to their success, what financial metric was most critical to achieve, and what keeps them in the group today. Should make for a wide-ranging, informative, and rollicking workshop!
9:15am - 10:15am	Great Lakes C	Workshop #3: Kitchen Cousins - Project Planning Series
10:25am - 11:25am	Great Lakes C	Sandler Seminar: Leadership - Blind Spots and How to Avoid Them
11:30am	Great Lakes C	Member Drawing
11:45am		Conclusion of 2019 Fall Conference!

Thanks to this year's sponsors!

