



**NPRRA Rocks**  
**NASHVILLE** 2017 *September 21-23*  
**SETTING THE STAGE FOR SUCCESS**

**SCHEDULE 09.12.17**

| Date/Event                     | Session  |
|--------------------------------|--|
| <b>Wednesday, September 20</b> |  |
| 2 - 4 pm                       | NPRRA Board of Directors Meeting   |
| 4:30 - 5:15 pm                 | Financial Roundtable- Registration Required, members only  |
| 6:30 pm                        | NPRRA Board & Conference Committee Dinner <i>*invite only</i>  |
| <b>Thursday, September 21</b>  |  |
| 8:00 am - 5:00 pm              | Golf Tournament- Gaylord Springs Golf Links (bus leaves @ 8am tee time 9:30am) <i>*optional offsite event</i>                      |
| 10 am - 1 pm                   | Private Food Tour w/ Dabble Studios <i>*optional offsite event</i>   |
| 1:30 - 3:30 pm                 | Segway Tour <i>*optional offsite event</i>   |
| 3 - 9:45 pm                    | Registration Desk Open   |
| 6:15 - 6:45 pm                 | New Member/First-time Attendee Meeting <i>*invite only</i>   |
| 6:45 - 9:00 pm                 | Welcome Reception - Onsite Event   |
| <b>Friday, September 22</b>    |  |
| 8 am - 5 pm                    | Registration Desk Open   |
| 8:15 - 9 am                    | Breakfast  |
| 9 - 9:15 am                    | Morning Kick Off   |
| 9:15- 10:15 am                 | <b>Education Session Keynote: Setting the Stage for Your Sales Success- Glenn Fallavollita, Drip Marketing</b>                     |
| 10:15 - 10:30 am               | Morning Break  |
| 10:30 am - Noon                | <b>NPRRA General Membership Meeting</b>  |
| Noon - 12:30 pm                | <b>NPRRA: Setting the Stage for Success with Committee Updates</b>   |
| 12:30 - 1:30 pm                | Lunch  |
| 1:30 - 2:30 pm                 | <b>NPRRA Rocks: HOT Topics/Member Forum</b>  |
| 2:30 - 2:45 pm                 | Afternoon Break  |
| 2:45 - 3 pm                    | Mid-Afternoon Lowdown  |
| 3 - 4:10 pm                    | <b>Education Session: Series of LLCs: The Less You Know, The Better They Sound- Norm Powell</b>                                    |
| 4:15 - 4:45 pm                 | A Sneak-Peek of NPRRA's New Look   |
| 4:45 - 5 pm                    | Daily Wrap Up  |
| 6:30 - 9:30 pm                 | "Nashville Nights" at Famous Saloon- busses board at 6pm <i>*ticketed event</i>  |
| <b>Saturday, September 23</b>  |  |
| 6:45 - 7:30 am                 | Fun Run through Centennial Park <i>*optional event</i>   |
| 8 - 11:30 am                   | Registration Desk Open   |
| 8:15 - 9 am                    | Breakfast  |
| 9 - 9:15 am                    | Morning Kick Off   |
| 9:15 - 10 am                   | <b>Education Session: Are You Keeping Up With International Trends? Catherine Botticelli and Vickie Massam</b>                     |
| 10 - 10:15 am                  | Mid-Morning Updates  |
| 10:15 - 11 am                  | <b>Education Session: No More Singin' the Blues Over Central Index UCCs- Carla Bonaventure and Amanda Baker</b>                    |
| 11 - 11:15 am                  | Morning Break  |
| 11:15 - 11:20 am               | Get the Scoop  |
| 11:20 am - 12:15 pm            | <b>Education Session Keynote - Spotlight On: Social Media and Valuable Marketing Takeaways- Glenn Fallavollita, Drip Marketing</b> |
| 12:15 - 12:30 pm               | Daily Wrap Up  |
| 12:30 - 5 pm                   | Offsite Activities, please enjoy Nashville   |
| 12:45 - 3 pm                   | NPRRA Board of Directors Meeting   |
| 1:30 - 5 pm                    | Hop on Hop off Trolley Tour with Old Town Trolleys <i>*optional offsite event</i>  |
| 2-5 pm                         | Pub Crawl Walking Tour <i>*optional offsite event</i>  |
| 6:30 - 9 pm                    | "Walk the Line- A Johnny Cash Event" at the Musicians Hall of Fame- busses board at 6pm <i>*ticketed event</i>                     |