NIHCA SPRING CONFERENCE & VENDOR EXPO

~ 20th Anniversary ~



Monticello Community Center, Monticello, MN || 9:30-3pm || $99/person

Join us to experience the leadership message of:



JASON HUNT

Jason Hunt is a dynamic, engaging, and passionate author, speaker, and trainer. During his second year as a principal of a large middle school, Jason found himself hiding in a portable classroom because he didn't think he could do his "dream job." After realizing that leadership has less to do with processes and much to do with people, Jason turned around the toxic culture of the school in just over two years by developing personal influence with his staff.
Jason's messages focus on helping leaders lead through influence rather than title. Being an introvert himself, he has an interesting viewpoint and many unique tools that can help anyone navigate the complicated world of relationships, resulting in less turnover, a stronger organizational culture, and more job satisfaction.

FRIDAY, MAY 3 · 9:30AM – 3:00PM

Monticello Community Center

505 Walnut St, Monticello, MN 55362

>> Sign up deadline: FRIDAY, APRIL 26 <<

$99 per person

CLICK HERE TO REGISTER

NATIONAL INDEPENDENT HEALTH CLUB ASSOC. • 320-722-0084 • holly@nihca.org • www.nihca.org

AGENDA

9:00-9:30 am Registration & Vendors

9:30 am Welcome // Gold Sponsor Introductions // 20 Years!

9:45-10:45 am Keynote: **BECOMING A PERSON OF INFLUENCE by Jason Hunt**

YOU WANT A LIFE THAT MATTERS, BUT HOW CAN YOU MAKE A POSITIVE DIFFERENCE?

Some believe that you must have an impressive title to do so, but that is a mistake. The best leaders recognize that no matter where you are in the organization, you have influence - and intentionally using that influence to make a positive difference makes you a leader. In this highly engaging and powerful session, you'll learn several tools and strategies to increase your influence with just about anyone. Whether you are trying to grow your club, make stronger connections with your community, or deepen your relationship with other staff members, growing your influence will grow your positive impact.



10:45-11:10 am Vendor Speed Dating

11:15-12:15 pm Breakout Sessions (choose your session)

3 Critical Strategies for Thriving in Today's Competitive Market // Casey Conrad / Mississippi Room / The fitness business now is very different than just a decade ago. The question is, "Are you adapting to those changes to maximize your success?" We will explore how the changes in demographics, psychographics and technology have forever changed the landscape of the fitness market. More importantly, we will dive into 3 specific strategic areas and discuss specific programming, sales and marketing components you must adopt to remain competitive.	**Own Your Momentum** // Jason Hunt / Bridge Room / Life can be pretty disappointing - lower club enrollment, not hitting your KPIs, a dysfunctional team, members not following their plans, etc. Most of us set goals, desiring to make life better but that actually doesn't work. Success is not based on goals, but rather it is based on your daily habits and actions. These create momentum and momentum is your best friend. In this session, learn how to stop setting goals, how to rework your daily priorities, how to build strong habits, and how to reenergize to keep your habits going. With momentum, you can achieve what you want out of life.	**Why Not Now: Motivational Interviewing** // Sheila Walsh, ACSM-EP Wellness Director / Boom Room / Everyday people talk to us about who they were, with pride. If they pushed themselves with pride then, why not now? We will discuss how we can use motivational interviewing to help understand how motivation changes from then to now in life.

12:15-1:00 pm Lunch & Mingle with Vendors

1:00-3:00 pm Roundtables & Networking

It's all about engaging in small groups with other fitness facilities and talking about what's going well or how to solve what's NOT going well. From great programming ideas, to staff solutions to schedules and pricing, each group will get to discuss how it's going at your facility. Share, listen, bring back a notebook full of ideas that you can start utilizing in your club today.

3:00 pm Closing / Gold Sponsor Recognition / Door Prizes / Good Byes!

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PLAYERS HEALTH

ShapeNet CLUB MANAGEMENT SOFTWARE

Thanks to our SILVER LEVEL SPONSORS

Horizon Pool Supply Company

We Buy Gym Equipment

TESTIMONIALS from previous conferences

"My first time being at a NIHCA conference; I felt very welcomed!"

"NIHCA provides an invaluable experience through learning, networking, and overall fun times."

"This was a great experience!!"

"Great conference. Very beneficial"