Join us in 2022 for MDNA's

WEEKEND WITH THE PROS *May 19-21, 2022*

Mark your calendars and save the date. The 2022 WWTP event will be held May 19-21 in Detroit. And, for the first time ever, we will be touring MDNA members based in Toledo.

Our host hotel for this event will be the Greektown Casino & Hotel, located hub of the Greektown district, at 1211 Chrysler Dr, Detroit, MI, and no matter what you want to play, they've got your game. From slot machines and table games to live poker, their downtown Detroit casino, offers 100,000 square feet of exciting, action-packed choices.

The discounted rate for our group is $169.00. The hotel room block is now available. You can book your room by calling 1-877-424-5554 before April 15, 2022, and referencing the Machinery Dealers National Association.

The WWTP Events will kick off Thursday afternoon, May 19, at noon with a B.O.S.S Seminar (open only to owners of MDNA members), followed by a night with a meet and greet reception followed by a day of touring Friday, May 20. And, finally Saturday, May 21, is designed as a day of educational seminars held at the hotel. So, come in Thursday afternoon and plan to stay until late on Saturday or stick around and enjoy the city with fellow attendees.

Note: Sponsorship opportunities are available contact Mark Robinson or Immediate Past President John Greene for details.

Schedule of Events: *(Note Tour Stops and Seminars subject to change)*

Thursday, May 19	12:00 p.m – 5:00 p.m. B.O.S.S. Seminar
	6:30 p.m. – 7:30 p.m. Meet & Greet Reception
Friday, May 20	8:00 a.m. Buses depart for MDNA Member Warehouse Tours
	(Breakfast, Lunch, and Dinner Provided)
	7:00 p .m. Buses Return to Casino
Saturday, May 21	8:00 a.m. Breakfast
	9:00 a.m. Seminars

Seminar Topics Include:

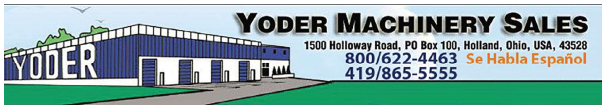
1) **Sales Challenges Post-Pandemic**
   with Professional Sales Expert Joe Marr, with Sandler Associates
2) **Three ways to grow your business and make money with LinkedIn**
   presented by John Paff, Fort Wayne Marketing
3) **An Ethics and Mediation Top 10 Seminar;** *"What did I do";*
   "I was just standing there";
   "What paperwork"; "Was that wrong, should I not have done that?",
   "I never said that";
   "You think you are right, they think you are wrong, now what"; "
   "It was working when it left here"; "Let me get back to you";
   "I'm not in now, but at the sound of the tone....";
   "I know you think you heard what I said, but what I said was"
   No matter what the title is,, you and your team need to hear this seminar!
4) **War Stories** – *hosted by:* David Fiegel, Blackbird Asset Services, LLC
5) **Marketing** with Locator Services Inc.

Tour Stops include:

YODER BROTHERS MACHINERY

D&D INDUSTRIES, INC.

DGH



FRANK BACON MACHINERY SALES COMPANY