



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 <i>(Breakfast, Lunch, and Dinner provided)</i> 7:00 p.m. Buses Return to Casino
Saturday, May 21	8:00 a.m. – 3:30 p.m. Seminars <i>(Breakfast and Lunch provided)</i>



Seminar Topics Include:

- Sales Challenges Post-Pandemic – presented by Professional Sales Expert Joe Marr, with Sandler Associates
- Leveraging Free Publicity: PR for Machinery Dealers – *presented by John Paff, Fort Wayne Marketing*
- Getting Started with Pay-Per-Click Advertising – *presented by John Paff, Fort Wayne Marketing*
- An Ethics and Mediation Top 10 Seminar – *presented by the Ethics and Mediation Committee*
- War Stories – hosted by: David Fiegel, Blackbird Asset Services, LLC
- Marketing with Locator Services Inc.
- Appraising the Machines at the WWTP Tour Stops