

2010 PROGRAM & SCHEDULE

CONFERENCE DATES, TIMES AND DETAILS.

DAILY SCHEDULE

Wednesday, March 17TH

NOON TO 6:00PM Afternoon Golf Tournament (optional)
2:00PM TO 5:00PM Arrivals and Hotel Check-In
7:00PM TO 9:00PM Reception
9:00PM TO 11:30PM LOT Gathering (Leaders of Tomorrow)

Thursday, March 18TH | REPS AND MANUFACTURERS

7:00AM TO 11:30AM Board of Directors Meeting
7:30AM TO 5:00PM Conference Registration and Check-In
8:00AM TO 9:00AM ASSOCIATE MEMBER BREAKFAST & ORIENTATION
8:00AM TO 11:30AM 3rd Annual LOT Meeting & Breakfast (Leaders of Tomorrow)
 · Introduction and Conference Overview
 · CPMR/CSP Presentation
9:00AM TO 11:30AM **General Session** | Manufacturers
 Enhancing Rep Relationships for Successful Sales Growth
11:30AM TO 12:30PM LUNCH (ON OWN)
12:30PM TO 12:45PM **General Session** | Reps and Manufacturers
 Welcome and Opening Remarks
 AIM/R President Mike Parham
 Conference Chairman Ken McGregor
12:45PM TO 1:00PM BREAK
1:00PM TO 2:30PM **Breakout Sessions**
 · Transitioning Manufacturer Relationships for Succession
 · Surviving the Economic Downturn of the Past Year: How Has it Changed Your Way of Doing Business?
 · Best Rep Practices for Communication and for the Promotion of Your Products
 · What Are Your Thoughts on Shifting the Marketing and Customer Service Function to the Rep?
2:30PM TO 2:45PM BREAK
2:45PM TO 4:15PM **Breakout Sessions**
 · Transitioning Manufacturer Relationships for Succession
 · Surviving the Economic Downturn of the Past Year: How Has it Changed Your Way of Doing Business?
 · Best Rep Practices for Communication and for the Promotion of Your Products
 · What Are Your Thoughts on Shifting the Marketing and Customer Service Function to the Rep?
4:15PM TO 4:30PM BREAK
4:30PM TO 5:15PM **Breakout Session (Wrap-Up Panel)**
5:15PM TO 5:30PM End of Day Remarks and Golf Tournament Awards
6:00PM TO 6:30PM New Member/First Timers' Reception
6:30PM TO 7:30PM Welcome Reception | Reps and Manufacturers
 Sponsored by The Wholesaler magazine
7:30PM TO 9:00PM AIM/R ASSOCIATION DINNER PARTY
9:00PM TO 11:30PM Hospitality Suite Open

Friday, March 19TH | REPS ONLY

6:00AM TO 7:00AM BREAKFAST
6:30AM TO 8:00AM Town Hall Meeting/Board of Directors Report: State of the Association
8:00AM TO 8:15AM BREAK
8:15AM TO 9:15AM **General Session Keynote**
 John Sileo | Avoiding Identity Theft in Your Business
9:15AM TO 9:30AM BREAK
9:30AM TO 10:30AM **Breakout Sessions**
 · Succession Planning within Your Agency
 · Taxes and the Obama Administration
10:30AM TO 10:45AM BREAK
10:45AM TO 11:45AM **Breakout Sessions**
 · HSAs and Obama's New Health Care Program (How They Will Affect Your Business)
 · What Happens When a Customer or Principal Goes Bankrupt
11:00AM TO 3:00PM **Spouse Luncheon and Shopping** | Spago Las Vegas Restaraunt (The Forum Shops at Caesar's Palace)
11:45AM TO 1:30PM LUNCH (ON OWN)
1:30PM TO 2:30PM **Breakout Sessions**
 · Succession Planning within Your Agency
 · Taxes and the Obama Administration
2:30PM TO 2:45PM BREAK
2:45PM TO 3:45PM **Breakout Sessions**
 · HSAs and Obama's New Health Care Program (How They Will Affect Your Business)
 · What Happens When a Customer or Principal Goes Bankrupt
3:45PM TO 4:00PM BREAK
4:00PM TO 4:15PM **General Session**
4:15PM TO 5:15PM Vendor Presentations
5:15PM TO 5:30PM End of Day Remarks
6:30PM TO 8:30PM DINE-AROUND
9:00PM TO 11:30PM Hospitality Suite Open

Saturday, March 20TH | REPS ONLY

6:30AM TO 7:45AM BREAKFAST
 Informal Roundtable Discussions
7:45AM TO 8:00AM BREAK
8:00AM TO 9:00AM **General Session Keynote**
 Bob Hirschfeld | Funny Green Business
9:00AM TO 9:15AM BREAK
9:15AM TO 10:15AM **Breakout Sessions**
 · How to Screen Sales People Before Hiring
 · How to Survive an IRS Audit
 · Warehousing
 · Buy/Sell, Consignment and Commission Sales: Pros and Cons
9:15AM TO 10:15AM **LOT Breakout** | Increasing Productivity through a Paperless Office
10:15AM TO 10:30AM BREAK
10:30AM TO 11:30AM **Breakout Sessions**
 · How to Screen Sales People Before Hiring
 · How to Survive an IRS Audit
 · Warehousing
 · Buy/Sell, Consignment and Commission Sales: Pros and Cons
10:30AM TO 11:30AM **LOT Breakout** | Increasing Productivity through a Paperless Office
11:30AM TO 12NOON BREAK
12NOON TO 1:30PM ANNUAL MEMBERSHIP LUNCHEON | MEMBERS AND SPOUSES
2:30PM TO 5:00PM Volleyball and other Afternoon Activities
7:00PM Resort Transportation to Show Events and the Strip
9:00PM TO 11:30PM Hospitality Suite Open