

Printing Industries of America 2019 President's Conference

SUNDAY 3/3/2019

TIME	Pre-Conference
9:00 a.m.–4:00 p.m.	Golf Event (off site, by pre-registration)
3:30 p.m.–5:00 p.m.	Women's Leadership in Print Reception
3:00 p.m.–6:00 p.m.	Conference registration open
5:30 p.m.–7:30 p.m.	Welcome Reception/PrintPAC

MONDAY 3/4/2019

TIME	Main Stage	Breakout #1	Breakout #2
7:30 a.m.–5:00 p.m.	Conference registration open		
7:45 a.m.–8:15 a.m.	Continental Breakfast		
8:15 a.m.–8:30 a.m.	Welcome and Introductions		
8:30 a.m.–9:30 a.m.	Next Generation Engagement: Proven Strategies to Attract and Retain Millennial Talent – Ryan Jenkins, Next Generation Insights		
9:30 a.m.–10:00 a.m.	Vendor Resource Break		
10:00 a.m.–10:55 a.m.		Effective Management Methods of High Performance Printers – Dr. Ralph Williams Jr., Middle Tennessee State University	ESOP: Is It Right for You? – Todd Butler, Tenor Capital Partners, LLC
11:00 a.m.–11:55 a.m.		Print Powers America: Policy & Politics in 2019 – Lisbeth Lyons, Printing Industries of America	Stop Taking All the Monkeys: Build the Problem-Solving Capabilities of Your Management Team – Jamie Parker, Process+Results Leadership Coaching
12:00 p.m.–1:00 p.m.	Best Workplaces in America Awards Luncheon – Michael Makin		
1:00 p.m.–1:55 p.m.		Get More Sales Through Better Marketing – Rebekah Fougere, Think2Grow	Best in Class: The Power of the Multiple and How You Can Increase Value Your Printing Company – Jim Russel and Peter Schaefer, New Direction Partners
2:00 p.m.–2:30 p.m.	Vendor Resource Break		
2:30 p.m.–5:00 p.m.	Runbeck Election Services Plant Tour: Democracy in Action—Inside the World of Ballot Production – Kevin Runbeck, Runbeck Election Services		
5:30 p.m.–6:30 p.m.	Vendor Reception		

TUESDAY 3/5/2019

TIME	Main Stage	Breakout #1	Breakout #2
7:30 a.m.–12:00 p.m.	Conference registration open		
8:00 a.m.–8:30 a.m.	Continental Breakfast		
8:30 a.m.–9:30 a.m.	Five Effective Strategies to Create a Consistently Innovative Culture – Ellenore Angelidis, Amazon		
9:30 a.m.–10:00 a.m.	Vendor Resource Break		
10:00 a.m.–10:55 a.m.		Innovative Ideas for Sales and CSR Compensation – Mike Philie, PhilieGroup	Thriving Through Innovation – Christine Yardley, Trigger Communications Inc., T/A Binders Galore & Print Panther
11:00 a.m.–11:55 a.m.		Engaged Marketing in a Digital Age – Lily Harder, Mintel	Protecting Yourself Against Cyber & Privacy Exposures – Laramie Sandquist, Federated Insurance
12:00 p.m.–1:00 p.m.	Lunch		
1:00 p.m.–1:55 p.m.	I Know Why Your Sales Reps Aren't Selling More – Bill Farquharson, AspireFor		
2:00 p.m.–2:15 p.m.	Vendor Resource Break		
2:15 p.m.–3:00 p.m.	Inspire Change with Disruptive Wonder – Kelli Anderson, kellianderson.com		
3:15 p.m.	Conference Adjourns		