

AGENDA

Saturday June 7th

<u>Time</u>	<u>Event</u>		<u>Location</u>
3:00 pm – 5:00 pm	Registration	Meeting & Convent	ion Area Entrance
4:00 pm – 5:00 pm	Executive Committee Meeting		De Soto

Sunday June 8th

8:00 am – 9:00 am	Board of Directors M	eeting	Dade
1:00 pm – 5:00 pm	Registration	Meeting & Convention Area	Entrance
6:00 pm – 7:15 pm	Chairman's Reception	n	Signature Island

^{*} Sponsored by Region's Bank, Kodak & Konica Minolta – (casual attire; door prizes)

Monday June 9th

7:00 am Coffee for General Session Floridian Salon Foyer Sponsored by Digital Print Solutions, Mac Papers & Wikoff Color Corp.

Breakfast for General Session Sponsored by Ricoh & Supreme Color Graphics

7:00 am – 7:45 am Early Bird Session Floridian Salon A-B

"Economic Update"

Joe Trybula

Printers 401k powered by Diversified Financial Advisors

Joe is the Vice President Advisory Services of Diversified Financial Advisors with more than 20 years of experience. He specializes in providing professional management of corporate retirement programs, including investment advisory management and consulting services. Working closely with his clients, he focuses on organizing, formalizing, implementing and monitoring programs designed to help them meet their ERISA fiduciary responsibilities.

8:00 am	Opening Remarks & Chairman's Intro	Floridian Salon A-B
	Convention Chairman — Danny Wynne	

8:05 am Chairman's Welcome – Jeff Higgins Floridian Salon A-B

8:10 am – 9:00 am General Session Floridian Salon A-B

"The New / Old Rules of Prospecting"

Bill Farquharson

The Sales Vault

Bill Farquharson is a respected industry expert and highly sought after speaker known for his energetic and entertaining presentations. Bill engages his audiences with wit and wisdom earned as a 40-year print sales veteran while teaching new ideas for solving classic sales challenges. Bill's two books, *The 25 Best Print Sales Tips Ever* and *Who's Making Money at Digital/Inkjet Printing...and How?* as well as information on his new subscription-based website, The Sales Vault, are available at salesvault.pro.

9:10 am - 10:40 am General Session Floridian Salon A-B

SPONSORED BY ATHENS PAPER COMPANY "Leading in Times of Uncertainty"

Jeff Butler

Jeff Butler is an author and workplace strategist who explores human behavior within the working world. His experience spans over 40 industries in 4 continents on how different cultures and employees interact with each other. His ideas have made it to TEDx twice, appeared in dozens of media outlets including two books on human behavior: The Authentic Workplace and The Key To The New You.

10:45 am Coffee for General Session Floridian Salon Foyer Sponsored by Digital Print Solutions, Mac Papers & Wikoff Color Corp.

Breakfast for General Session
Sponsored by Ricoh & Supreme Color Graphics



11:00 am – 12:00 pm

General Session

Floridian Salon A-B

"Protect Your Business: Preparing for an OSHA Inspection"

Susan Caldwell

GMG Envirosafe

Susan is product manager at GMG Envirosafe and an Educator in the Printing community. She is passionate about helping printing companies across the country meet regulatory standards and reduce illnesses, injuries and deaths, while also delivering high-quality and affordable printing safety compliance solutions.

1:00 pm Golf Tournament Waldorf Astoria Golf Club

Dinner on Your Own



Tuesday June 10th

7:00 am Coffee for General Session Floridian Salon Foyer Sponsored by Heidelberg, Millcraft Paper Company & Mona Payment Solutions

Breakfast for General Session
Sponsored by Federated Insurance,
Printers 401k powered by Diversified Financial Advisors & Vanguard Digital Printing Systems

7:00 am - 7:50 am

Early Bird Session

Floridian Salon A-B

"Are You Buying or Are You Selling"

Joe Polanco

New Direction Partners

Joe Polanco is part of the New Direction Partners team of M&A experts. He has held various management and leadership positions in our industry. He brings insights from those positions along with his consulting experience. Polanco has written numerous articles on financial management as well being a co-author of "Printing Estimating," the industry's textbook on estimating, as well as PIAS' newsletter "quoins2pixels."

8:00 am - 9:15 am

General Session

Floridian Salon A-B

"Labor & Employment Law Developments"

Stephen Price
Jackson Lewis

Stephen Price is the managing principal of the Nashville, Tennessee, office of Jackson Lewis P.C. He focuses his practice on defending employers against claims of employment discrimination, retaliatory discharge, and wage and hour violations. Stephen's labor practice involves advising and representing clients in labor arbitrations, union organizing attempts and corporate campaigns. He also frequently handles non-compete disputes.



9:15 am Coffee for General Session Floridian Salon Foyer
Sponsored by Heidelberg, Millcraft Paper Company & Mona Payment Solutions

Breakfast for General Session Sponsored by Federated Insurance, Printers 401k powered by Diversified Financial Advisors & Vanguard Digital Printing Systems

9:30 am – 11:00 am General Session Floridian Salon A-B

"Measuring Performance — Maximizing Your Financial Statements"

Joe Polanco

New Direction Partners

11:30 am	PIAS Business Meeting	Floridian Salon A-B
2:00 pm – 3:00 pm	Round Table Discussion	
6:00 pm – 7:00 pm	Awards Banquet Reception (Coat & Tie required) Sponsored by Koenig & Bauer and Xerox	Floridian Salon A-C Foyer
7:00 pm – 10:00 pm	Awards Banquet & Presentations Sponsored by Fujifilm Graphic Systems and Canon Solutions America	Floridian Salon A-C