

2nd YEAR! **M.A.P.** ANNOUNCEMENT
Manager's Advancement Program



— AT THE CONFERENCE —
 * Speed Dating Hour w/Vendors * 5 classes w/MAP Speakers listed

Track for Managers and Owners Sign up NOW! *

*Indicate participation on the Conference Registration **Form I**

SCHEDULE

■ THURSDAY, OCTOBER 1

7:00-8:00am *"Attendant-Served"* Breakfast - Meet Vendors in the [Exhibit Hall]
 8:05-8:25am Opening Announcements— [Ballroom] - *All to Attend*
 8:30-9:30am Keynote Speaker - Commissioner Gary W. Black— [Ballroom] - *All to Attend*

9:40-10:40am - [Room 309] ***"LEAN Management"***
 How to improve production time and increase profitability by using efficient work methods in pest control operations. **[No CEU]**
 Speaker: **Jeff Swaney | TruNorth Pest Control**



JEFF

10:50-11:50am - Speed Dating with Vendors—Face to face time with Vendors [Exhibit Hall]
 Learn new products and services. Time for uninterrupted Q's & A's.

NOON-1:00pm *"Attendant-Served"* LUNCH in the [Exhibit Hall]

1:10-2:10pm - [Room 309] ***"How To Create More Success With Less Stress"***
 Learn the key to working under pressure and creating a method to be successful personally and professionally. **[No CEU]**
 Speaker: **Gayle Ely | Total Life Leadership**



GAYLE

2:20-3:20pm - [Room 309] ***"You Are Not The Person I Hired"***
 How to make sure you hire the people who fit your company's culture, goals and requirements. It is impossible to grow from \$0 to \$6 million a year without some great hiring systems. Come learn how. **[1 CEU—HPC] approval pending**
 Speaker: **Jeff Annis | Retired: Advanced Services for Pest Control currently, Vistage Augusta Small Business Chairman**



JEFF

3:20-3:50pm BREAK / *"Attendant -Served"* SNACK in the [Exhibit Hall]

3:50-4:50pm - [Room 309] ***"What You Need To Know About Rules & Regulations"***
 Wood destroying organism work continues to create the most liability for pest control companies. Find out what you need to know about reducing your liability. **[1 CEU—WDO]**

Speaker: **Terry W. Bowen, BCE | Bowen Consulting Enterprises LLC**



TERRY

5:00-6:00pm - [Room 309] ***"How To Make Money On Purpose"***
 Go from hoping to make ends meet, to making money with a goal, a purpose, a plan and amazing results. **[No CEU]**

Speaker: **Paul J. Bello, ACE/BCE/MBA | PJB Pest Consulting & Education**



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