

# 2018 PMPA MANAGEMENT UPDATE CONFERENCE

March 8 – 10, 2018

San Diego Marriott Marquis & Marina – San Diego, CA

Thursday, March 8	Friday, March 9	Saturday, March 10
<p>7:00 am Finance Committee Meeting</p> <p>10:00 am – 3:00 pm Board Meeting</p>	<p>7:00 - 8:00 – Buffet Breakfast</p> <p>8:00 - 8:15 – Welcome and Introductions</p> <p>8:15 - 9:45 – Keynote #1 Economic Forecast Brian Beaulieu, ITR Economics</p> <p>10:00 - 11:30 – Keynote #2 The 4 Disciplines of Execution Jeffery Downs, FranklinCovey</p>	<p>7:00 - 8:00 – Buffet Breakfast</p> <p>8:15 - 9:45 – Keynote #3 People Development/Accountability <i>SPEAKER: Cathy McCullough</i></p> <p>10:00 - 11:30 – BLOCK #1</p> <ul style="list-style-type: none"> <li>• The Winner's Edge <i>SPEAKER: Bruce Boguski</i></li> <li>• Strategic Planning and Analytics <i>SPEAKER: Cathy McCullough</i></li> <li>• B2B Disruptive Strategies <i>SPEAKER: Leanne Shupe</i></li> </ul>
	<p>11:30 – 12:30 Group Lunch NextGen Lunch</p>	<p>11:30 – 12:30 Group Lunch Women of PMPA Lunch</p>
	<p>12:45 - 2:15 30/30/30 Roundtables</p> <p>2:30 - 3:30 – Breakout Session #1</p> <p>1) Workshop: Grant Proposal 101 <i>SPEAKER: William Lemon</i></p> <p>2) The 4 Disciplines of Execution <i>SPEAKER: Jeffery Downs, FranklinCovey</i></p> <p>3) PMPA Online Training Program <i>SPEAKER: Sterling Gill, PMPA</i></p> <p>3:45 - 4:45 – Breakout Session #2 <i>(repeated)</i></p> <p>1) Workshop: Grant Proposal 101 <i>SPEAKER: William Lemon</i></p> <p>2) The 4 Disciplines of Execution <i>SPEAKER: Jeffery Downs, FranklinCovey</i></p> <p>3) PMPA Online Training Program <i>SPEAKER: Sterling Gill, PMPA</i></p>	<p>12:45 - 2:00 P.M.– BLOCK #2</p> <ul style="list-style-type: none"> <li>• Best Practices for Selecting &amp; Implementing a Machine Monitoring System <i>SPEAKER: Josh Adams</i></li> <li>• The Winner's Edge <i>(repeat)</i> <i>SPEAKER: Bruce Boguski</i></li> <li>• Defining Your Strategic Sweet Spot (Part I) <i>SPEAKER: Doreen Shanahan</i></li> </ul> <p>2:15 - 3:30 P.M.– BLOCK #3</p> <ul style="list-style-type: none"> <li>• Inventory Valuation and Cost Absorption Techniques <i>SPEAKERS: PMPA IT Committee</i></li> <li>• Hiring for Cultural Fit <i>SPEAKER: Alec Broadfoot</i></li> <li>• Defining Your Strategic Sweet Spot (Part II) <i>SPEAKER: Doreen Shanahan</i></li> </ul> <p>3:45 – 4:45 – General Session Monday Morning Action Plan / Closing</p>
<p>4:30 – 5:00 pm First Timer Reception</p> <p>5:00 – 7:00 pm Welcome Reception</p>	<p>5:00 – 6:00 pm Happy Hour Reception</p> <p><i>DINNER ON YOUR OWN</i></p>	<p>5:00 – 6:00 pm Closing Reception</p> <p><b>MEETING ADJOURNED</b></p>

- OPERATIONS MANAGEMENT TRACK
- BUSINESS MANAGEMENT TRACK
- SALES & MARKETING TRACK