



Monday, November 5th

8:00 am Golf
2:00 pm – 5:00 pm Vendor set up begins
3:00 pm – 5:00 pm Pick up badges at Registration Desk
6:00 pm Welcome Cocktail Party Sponsored by Bose

Tuesday, November 6th

BREAKFAST

7:00 am – 8:00 am Breakfast Sponsored by TOA Vendor Room

GENERAL SESSION

8:00 am – 8:20 am Kick off and Welcome by David Perry, President, IPMA The Room
8:20 am – 9:20 am Mood's "State of the Union" - Ken Eissing, Mood Media

BREAK WITH VENDORS

9:20 am – 9:50 am Morning Break with Vendors Sponsored by Bose Vendor Room

GENERAL SESSION RESUMES

9:50 am – 10:50 am Premier Sales and Marketing - Jaime Bettencourt, Mood Media The ROOM
10:50 am – 11:50 am Local Sales and Marketing - Simon Bexon, Mood Media

LUNCH BREAK

11:50 am – 1:00 pm Lunch Break Sponsored by MIEG & QSC Vendor Room

GENERAL SESSION RESUMES

1:00 pm – 1:30 pm Bose Presentation The ROOM
1:30 pm – 3:30 pm Operations Update, Jim McFelea, Jim McGrath, Page Walker, Mood Media

BREAK WITH VENDORS

3:20 pm – 3:50 pm Afternoon Break with Vendors sponsored by TOA & MIEG Vendor Room

Dinner on your own



Wednesday, November 7th

BREAKFAST

7:00 am – 8:00 am Breakfast Sponsored by Klipsch

GENERAL SESSION

8:00 am – 8:10 am Day Two Kick off - David Perry

8:10 am – 8:25 am Klipsch Presentation

8:30 am – 9:30 am Product Development & Technology - Trey Courtney & Morgan Van Baren, Mood Media

9:30 am – 9:45 am QSC Presentation

BREAK WITH VENDORS

9:45 am – 10:15 am Break with Vendors Sponsored by Klipsch & QSC

GENERAL SESSION

10:15 am – 11:15 am Success in Sales, IA Panel (Amy Blackburn, South Central AV, Linda Rasch, Mood Texas and Scott Welton, Functional Communications)

11:15 am - 11:30 am MIEG Vendor presentation

LUNCH BREAK

11:30 am – 12:30 pm Sponsored by West Penn

Conference Lobby Area

GENERAL SESSION

12:30 pm – 12:45 pm TOA Presentation

12:45 pm – 1:45 pm IA Community - Sales Interaction and Competition & Best Practices – IA Panel

1:45 pm – 2:00 pm Closing remarks before breakout sessions by David Perry

2:00 pm – 2:30 pm Break with Vendors Sponsored by West Penn Wire

Vendor Room

AFTERNOON BREAKOUT SESSIONS

2:30 pm – 3:15 pm Group A: AV Integration
Group B: Financial Management

Room
Vendor Room

3:15 pm – 4:00 pm Group A: Financial Management
Group B: AV Integration

Vendor Room
Room

5:30 pm Final Night Party

Thursday, November 8th

8:00 am - 10:00 am IPMA Annual Meeting followed by IPMA Board Meeting