

“The MRA Seminar is set in a relaxed atmosphere conducive to relationship building and networking, whether it's new partnerships or long-standing, peer or business!”



**MONDAY**

4-5:30p

Board of Directors Meeting

6-7:30p

Welcome Reception

**TUESDAY**

8-9a

Buffet Breakfast & Annual Business Meeting

9-10a

Orion Talent

*How to Find the Right New Employee*

10-11:45a

Networking Roundtables

*Being Competitive & Finding Qualified New Hires*

*Pioneering: New Ideas and Approaches*

*What Branding Can Do for Your Firm*

*Reporting & CRM Systems: What Works and How and What Doesn't*

12p

Golf Tournament & Alternative Activity

6:30-7:30p

Hospitality Mixer

**WEDNESDAY**

7-8a

Breakfast Buffet

8-8:30a

Rep vs Direct: Our Experience

*Jeff Crevier, President/Owner, WizKid Products*

8:30-9a

Networking Roundtables  
Takeaway Summaries

9-10a

Selling Your Business:  
Firsthand Experiences

*Dave Herron, PacNorth Group  
Mike Biolsi, Creative Sales & Marketing  
Other Special Guests*

10:15-11:15a

Pros & Cons of Being a  
Stocking Rep

*Grant Walter, Group W, Inc.  
Steve Berliant, D.J. Payne Corp.*

11:15a-12:15p

Five Things Every Sales Rep  
Should Know About the Law

*Clay Taylor, Taylor Friction PLLC*

12:15p

Scholarship Award  
Raffle Drawing

**SEMINAR AJOURNMENT**