

FPDA/ISD Joint Industry Summit 2012

Tuesday, September 25, 2012

11:00 am – 7:00 pm	Registration
12:30 pm – 2:00 pm	FPDA Committee Meetings
12:30 pm – 5:00 pm	ISD Board Meeting
2:00 pm – 5:00 pm	FPDA Board Meeting
5:30 pm – 6:00 pm	FPDA First Timers Orientation
5:30 pm – 6:00 pm	ISD First Timers Orientation
6:00 pm – 7:30 pm	Joint Welcome Reception – Outdoor Location
7:30 pm - 9:30 pm	FPDA/ISD Emerging Leaders/Young Executives (ELI/YES) Pub Nite

Wednesday, September 26, 2012

7:30 am – 6:00 pm	Registration
7:45 am – 8:15 am	FPDA/ISD Joint Continental Breakfast
8:15 am – 9:30 am	FPDA/ISD General Session & Keynote <i>Six Questions to Evaluate the Competitive Marketing Health of Your Business</i> , Jim Pancero
9:30 am – 10:00 am	Networking Morning Break
10:00 am – 12:00 Noon	UID-in-a-Day Workshops First Session (choose one) <i>How to Make a Difference as a Sales Manager and Leader of Your Sales Team</i> , Jim Pancero <i>How to be your Own Business Consultant</i> , John Monoky
12:15 pm – 1:15 pm	FPDA/ISD Joint Luncheon
12:15 pm – 1:15 pm	ELI/YES Joint Luncheon
1:30 pm – 3:30 pm	UID-in-a-Day Workshops Second Session (choose one) <i>Implementing Sales Coaching Sessions with Each Member of Your Sales Team</i> , Jim Pancero <i>Sales Performance by Design</i> , John Monoky
1:30 pm – 3:00 pm	ISD Associates Meeting
2:00 pm – 5:00 pm	FPDA/ISD Private Cabana's for Spouse Meet-Up
3:00 pm – 5:00 pm	Free Afternoon to Refresh and Renew
5:00 pm – 7:00 pm	FPDA/ISD Supplier Showcase and Networking Reception
7:00 pm	Open Evening

Thursday, September 27, 2012

7:30 am – 12:00 Noon	Registration
8:00 am – 9:30 am	ISD Continental Breakfast & Meeting
8:00 am – 9:30 am	FPDA Continental Breakfast & Meeting

9:30 am – 10:00 am
10:00 am – 12:00 Noon
10:00 am – 12:00 Noon
1:00 pm – 6:30 pm

Networking Morning Break
ISD Annual Meeting of Members
FPDA Annual Meeting of Members
FPDA/ISD Golf Tournament
Shotgun start at 1:00pm, boxed lunches available prior
Free Afternoon to enjoy golf or the amenities at Marco Island
FPDA/ISD Beach Party

1:00 pm – 4:30 pm
7:30 pm – 10:00 pm

Friday, September 28, 2012

8:30 am – 9:00 am
9:00 am – 10:30 am

FPDA/ISD Joint Continental Breakfast
FPDA/ISD Closing Session
Hiring the Best Ensures Success, Nancye Combs

10:45 am – 12:00 Noon
10:45 am – 12:00 Noon
11:00 am – 12:30 pm

FPDA Closing Board Meeting
ISD Closing Board Meeting
ISD CEO Forums