

JOINT INDUSTRY SUMMIT



REBOUND! REFRESH! giter Online RENEW!



Rebound!

To bound or spring back from force or impact

Refresh!

To provide new vigor and energy by rest, food or entertainment

Renew!

To begin or take up again, as an acquaintance, a conversation or activity

Rebound from the impact of your busy schedule;
Refresh your energy; and Renew your business acquaintances at the 2012 FPDA/ISD Joint Industry Summit!

SEPTEMBER 25-28, 2012

MARCO ISLAND MARRIOTT • MARCO ISLAND FLORIDA





REBOUND! REFRESH! RENEW!

Your Meeting Checklist!

- Secure room reservations at the Marco Island Marriott by August 31, 2012 to guarantee FPDA/ISD group rate of \$169.00.
- Register delegates by July 27, 2012 to guarantee Early Bird Registration Discount.
- Sign up for Supplier Showcase by July 27, 2012.
- Register for Golf.
 - Make airline reservations early to secure the best rate.
 - Prepare a list of contacts you want to connect with at the FPDA/ISD Summit.



SCHEDULE

TUESDAY, SEPTEMBER 25

11:00 am – 7:00pm Registration

12:30pm – 2:00pm FPDA Committee Meetings

12:30pm – 5:00pm ISD Board Meeting

2:00pm - 5:00pm

FPDA Board Meeting

5:30pm - 6:00pm

FPDA First Timers Orientation

5:30pm - 6:00pm

ISD First Timers Orientation

6:00pm - 7:30pm

Joint Welcome Reception — Outdoor Location

7:30pm - 9:30pm

FPDA /ISD Emerging Leaders/ Young Executives (ELI/YES) PUB NIGHT

WEDNESDAY, SEPTEMBER 26

7:30am – 6:00pm Registration

7:45am – 8:15am

FPDA /ISD Joint

Continental Breakfast

8:15am - 9:30am

FPDA/ISD

General Session & Keynote

Six Questions to Evaluate the Competitive Marketing Health of Your Business Jim Pancero

9:30 am - 10:00 am

Networking Morning Break

10:00am – 12:00pm UID-in-a-Day Workshops First Session

(choose one)

How to Make a Difference as a Sales Manager and Leader of Your Sales Team, Jim Pancero

OR

How to be your Own Business Consultant, John Monoky

12:15pm — 1:15pm FPDA /ISD Joint Luncheon

12:15pm - 1:15pm

ELI/YES Joint Luncheon

1:30pm - 3:30pm

UID-in-a-Day Workshops Second

Session (choose one)

Implementing Sales Coaching Sessions with Each Member of Your Sales Team, Jim Pancero

OF

Sales Performance by Design, John Monoky

1:30pm - 3:00pm

ISD Associates Meeting

2:00pm - 5:00pm

FPDA /ISD Private Cabanas for Spouse/Companion Meet-Up

3:30pm - 5:00pm

Free Afternoon to Refresh and Renew

5:00pm - 7:00pm

FPDA /ISD Supplier Showcase and Networking Reception

7:00pm

Open Evening

THURSDAY, SEPTEMBER 27

7:30am – 12:00pm

Registration

8:00 am - 9:30am

ISD Continental Breakfast & Meeting

8:00am - 9:30am

FPDA Continental Breakfast & Meeting

9:30am - 10:00am

Networking Morning Break

10:00am - 12:00pm

ISD Annual Meeting of Members

10:00am - 12:00pm

FPDA Annual Meeting of Members

1:00pm - 6:30pm

FPDA /ISD Golf Tournament Shotgun start at 1:00pm, boxed lunches available prior

1:00pm - 4:30pm

Free Afternoon to enjoy golf or the amenities at Marco Island

7:30 pm – 10:00pm

FPDA /ISD Beach Party

FRIDAY, SEPTEMBER 28

8:30am - 9:00am

FPDA /ISD Joint Continental Breakfast

9:00am - 10:30am

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

10:45am - 12:00pm

FPDA Closing Board Meeting

10:45am - 12:00pm

ISD Closing Board Meeting

11:00am - 12:30pm

ISD CEO Forums

Educational Program Highlights

Opening Session

Wednesday, September 26, 2012 8:15 am — 9:30 am Six Questions to Evaluate the Competitive Marketing Health of Your Business

The business environment is dramatically changing. Are you and your business working at your competitive best? Aimed at the experienced business owner, executive or manager, this information-intensive program will help you identify both your best areas...and areas offering the "best" opportunities for growth and improvement. You will be provided with several tests to help you measure your "Marketing Health." You will also learn if your sales force, sales management team and E-Business strategies are truly blended into one cohesive and proactive voice.



Jim Pancero has the most advanced, leading-edge "business-to-business" sales and sales management training available today. Everything he does is extensively researched and has one bottom

line focus...to increase an organization's strategic competitive advantage and market uniqueness.

His information-intensive keynote speeches, training programs and in-depth consulting work detail his innovative selling processes and strategies for the new economy and global marketplace.

Jim provides the most experienced members of his audience with proven, immediately usable advanced ideas to increase their competitive advantage and enhance their selling processes. His combination of humor and real-world examples evolved from his experience researching and training in over 80 different industries.

Jim has been directly involved in "business-to-business" selling for over 35 years. Six of those years were spent successfully selling the largest computer systems for the Data Processing Division of the IBM Corporation. During Jim's prestigious IBM career he earned several awards including the coveted "Golden Circle" designation annually awarded to the top 5% of their international sales force.

In 1982, Jim founded his advanced sales training and consulting company. Since then, Jim has conducted over 2,500

presentations or consulting days for 500 companies providing a career average of five events per client. Over 90% of Jim's clients utilize his services more than once.



Wednesday, September 26, 2012 10:00 am — 12:00 pm How to Make a Difference as a Sales Manager and Leader of Your Sales Team

Featuring Jim Pancero

Are you actually leading your sales team or are you only functioning as the "special pricer, order expeditor and problem solving" support manager? Aimed at the experienced sales manager responsible for front line sales professionals, this program will share ideas of how you can motivate and lead your sales team.

Wednesday, September 26, 2012 10:00 am – 12:00 pm **Be Your Own Business Consultant** Featuring John Monoky

This session addresses the changing business environment and the key role that sales and service play in creating a market-driven organization. The ability of your organization to achieve its business objectives is very dependent upon a competent and motivated sales, fulfillment and service team. The ability of your organization to translate your marketing strategy to the needs of the street is critical. The interface between the needs of the market and the capabilities of your organization in assisting customers in meeting these changing demands is addressed.

The basic question addressed in this session deals with the ability of your organization to execute your firm's "go-to-market strategy." The model used in this session is the consulting process consisting of:

AWARENESS:

The process of conducting ongoing efforts to understand target market segments and accounts and to create awareness with them of our products and services.

CAPTURE:

The process of meeting and exceeding customer needs during the sales process and winning the account.

FULFILLMENT:

The process of delivering the value proposition and insuring compliance with the promise.

RETENTION:

The process of retaining the account through performance, communication, remediation and ongoing account management.



Dr. John Monoky is the principal of Monoky Associates, a sales leadership development organization. He has helped his clients to better understand the strategic role of sales in

today's competitive market.

Dr. Monoky has served on the academic faculties of the University of Michigan and the University of Toledo. His primary focus for the past 25 years has been Executive Development.

He has a PhD from the Pennsylvania State University, an MBA from the University of Michigan and a BBA from the University of Toledo.

He currently is the Director of the Center for Sales Leadership at the Ross School of Business, University of Michigan. He has developed and teaches executive education programs at the:

- Ross School, University of Michigan
- Queen's University
- · University of Industrial Distribution
- Seminarium International
- William Davidson Institute
- Leading Concepts in Dubai

This experience is global in nature. He has presented programs in: USA, Europe, South America, Asia, Central America, South America, the Middle East, Mexico and India.

Wednesday, September 26, 2012 1:30 pm — 3:30 pm Implementing Sales Coaching Sessions with Each Member of Your Sales Team

Featuring Jim Pancero

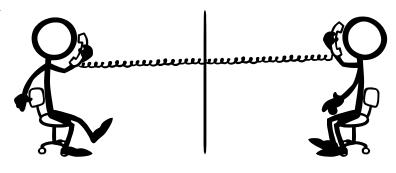
A foundation of effective sales leadership is ongoing coaching with each member of your sales team. Aimed at the experienced sales manager responsible for front line sales professionals, this program will outline the tools and structures to help you implement an ongoing "one-on-one" coaching process with your sales team.

Wednesday, September 26, 2012 1:30 pm — 3:30 pm Sales Performance by Design Featuring John Monoky

Organizations, like the products and services they sell, have a life cycle. In the pursuit of excellence these organizations become increasingly more effective and efficient in serving their target markets. Yet markets and customers evolve, sometimes quickly, in terms of both the products they want and the ways in which they evaluate their vendors and partners. The danger arises when markets and customers shift and sales organizations do not. When this happens, it is actually possible for sales organizations to become obsolete. Under such circumstances, it may become necessary to reinvent the sales organization.

This session focuses on auditing and redesigning your sales team to insure successful performance. The basic questions addressed are:

- Is the sales force strategically focused?
- Is the sales process a leveraged activity?
- Are we effectively motivating and enabling our sales team?



Educational Program Highlights (continued)

Closing Session

Friday, September 28, 2012 9:00 am - 10:30 am **Hiring the Best Ensures Success**

Featuring Nancye Combs

Hiring the best starts with the company gatekeeper who understands what it takes to identify the great employee, who shares your passion for the business success, for selling, and providing great service. Ability, work habits, and organizational match are keys factors in a successful hire and can be evaluated quickly. Identifying great employees requires looking beyond the obvious. It is like mining for gold. It takes special skills learned by those who want to know and who will listen and practice. This rapid-fire interactive session will prepare you to identify the best. You will learn what motivates the four generations in the workforce today and what all of them expect from an employer. Why they stay

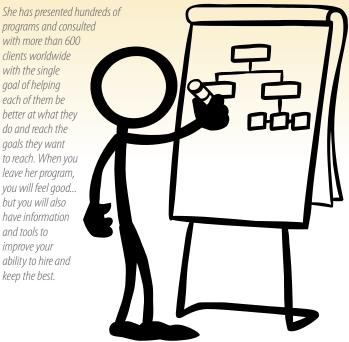
and why they go is not a mystery. The goal of this session is to provide information and tools to increase the probability that you return to your company and hire the best.



Nancye M. Combs, AEP-SPHR, will lead this session. She is President of HR Enterprise, Inc., a management consulting company in Louisville, KY. She is authoritative, interesting, and enter-

taining. Her colleagues call her a "walking, talking, HR genius who has no peer." Her clients call her "a priceless resource" and major contributor to their success. It will be obvious that she has more than 35 years of executive management experience as she describes techniques that will save time, money, and frustration when looking for winners. Her disarming style encourages participation and keeps every session lively.

programs and consulted with more than 600 clients worldwide with the single goal of helping each of them be better at what they do and reach the goals they want to reach. When you leave her program, you will feel good... but you will also have information and tools to improve your ability to hire and keep the best.



About FPDA & ISD

The FPDA Motion & Control Network and the International Sealing Distribution Association have combined forces for the third year in a row to provide an extraordinary program with an educational program lead by industry experts. The Summit will include programming back by popular demand as well as new and invigorating opportunities.

By joining forces again, your networking opportunities will double!

The FPDA Motion & Control Network (FPDA) is the professional network for fluid power, automation and motion technology providers dedicated to significantly enhancing member and channel performance by delivering indispensable networking, education and success strategies. FPDA represents motion solution providers who offer fluid power, automation, and electro-mechanical technologies (the so-called

"tri-technologies") and distribution services to enhance customer performance and profitability.

The International Sealing Distribution Association (ISD) is THE professional network for world class sealing technology Distributors and Manufacturers, dedicated to significantly improving member performance by sharing best practices, ideas, technologies and knowledge in a social and interactive environment. ISD members make, sell, install and/or maintain mechanical and hydraulic seals, packing, gaskets, o-rings, and related fluid sealing products.

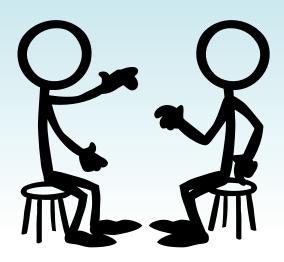






Sponsorship & Advertising

Build your company's name recognition with a variety of marketing tools associated with this meeting. In addition to the traditional sponsorships, you may maximize your marketing reach by advertising in the program booklet available on site to all attendees. This booklet will include the membership directories for both FPDA and ISD as well as important association and meeting information. Please review the attached materials.



Networking Highlights

First Timers Orientations Tuesday, September 25 5:30 pm — 6:00 pm

Is this your first time attending an FPDA or an ISD event? Then this is the program for you! FPDA and ISD would like to welcome their first time attendees and give them a short orientation for what they can expect in the days ahead at the meeting. Snacks and beverages will be served!

Welcome Reception Tuesday, September 25 6:00 pm – 7:30 pm

It's been a year since we have all been together, so hurry on down to the Welcome Reception to greet old friends and make new acquaintances. This relaxing get together is a perfect prelude to whatever dinner plans you will make.

FPDA/ISD Emerging Leaders/ Young Executives (ELI/YES) Pub Nite

Tuesday, September 25 7:30 pm — 9:30 pm

Calling all those 40 and under! Join your colleagues for a fun, relaxing time mixing and mingling. Plus, try your hand and test your skills with some Wii games!

Enjoy your Afternoon! Wednesday, September 26 3:30 pm – 5:00 pm

When you meet in a resort like Marco Island, you need some free time to explore and enjoy the hotel and area. So, we have built some free time in on Wednesday afternoon so that you can grab some sun, enjoy the beach, go parasailing or just hang by the pool. See how many delegates you can count at the pool!

FPDA/ISD

Supplier Showcase Reception Wednesday, September 26

5:00 pm – 7:00 pm

Meet with suppliers and view the latest product and programs while you sip a refreshing drink and nibble on delectable fare.

Thursday Afternoon – Choose Your Activity!

Thursday, September 27 1:00 pm – 6:30 pm

This is YOUR afternoon. You may sign up for the Golf Tournament or enjoy a variety of activities, right on property at the Marriott which include:

On-Property Fitness Center

Cardiovascular Equipment Free Weights

Swimming

Gulf of Mexico On-site Quinn's Outdoor Pool Tiki Fantasy Outdoor Pool Whirlpool

Activities *Biking Trail*

Jet-Skiing Kayaking Sailing Table Tennis Tennis Volleyball

FPDA/ISD Beach Party

Thursday, September 27 7:30 pm – 10:00 pm

Come party with new and old friends on the beach! Along with music, games and good food, this is another chance to catch up with old industry friends and make new ones while you limbo the night away! Bring your beach duds and Bengay!



FPDA/ISD Golf Tournament

The Rookery Golf Club Thursday, September 27 1:00 pm Shotgun Start

Price: \$172 per person includes greens fees, cart, practice balls, box lunch, round trip transportation and tournament services. The Rookery has Taylor Made clubs available for rental at \$54, including tax.

Marco Island Golf Resort is home to two of Southwestern Florida's most acclaimed golf courses, The Rookery at Marco and Hammock Bay Golf & Country Club. Both challenging courses feature a tantalizing blend of native topography and natural water hazards golfers of all skill levels will appreciate. The FPDA/ISD golf outing will be held at the Rookery, which includes a newly constructed \$10 million golf clubhouse with the new upscale Rookery Steakhouse (seasonal), and a 14-acre state-of-the-art practice facility, featuring the Faldo Golf School by Marriott.

Recently redesigned by acclaimed golf course designer Robert Cupp, Jr., The Rookery at Marco blends a resort-private course with the native surroundings. Appropriately named The Rookery, meaning bird sanctuary, the golf course is nestled in shallow wetlands that attract many species of birds. At more than 7,100 yards in length, the playing experience includes generous fairways, oversized and receptive greens, the option to play from one of five teeing locations, and immaculate turf condition.

Striking in beauty and challenge, the surrounding lakes and ponds are home to abundant wildlife, including bald eagles, alligators, blue herons and many other types of water birds.



Supplier Showcase Reception

WEDNESDAY, SEPTEMBER 26 5:00PM - 7:00PM

The FPDA/ISD Supplier Showcase will be held for 2 hours during the Reception on Wednesday, September 26, 2012 at the Marriott Marco Island. The Showcase is designed as an informal program, utilizing only table top displays.

Who should Display? The Showcase is open to all manufacturer members of FPDA and ISD.

What Should You Display? Any pre-existing table top display, product or literature that will fit on the display table is appropriate for this Showcase. Display Space
 Each participating Supplier will
 be provided a 6'x30" skirted table.
 All materials need to fit on top of
 the table and must adhere to local

fire and safety ordinances.

Suppliers interested in purchasing a table will find this a cost-effective method of showcasing product solutions – just \$800 per table.

Cost

Evening Table Top Program, available for Manufacturer, Associate & Affiliate Members

FPDA/ISD Supplier Showcase Exhibitor Rules & Regulations

- **1. Assignment of Space:** Assignment of exhibit table tops will be made on a first-come, first-served basis by a FPDA and ISD committee. Space is limited. Exhibitors are limited to one (1) table top. FPDA and ISD reserves the right of final decision and the right to amend floor plans to relocate table tops as necessary.
- 2. Payment for Space: Total payment of the Supplier Showcase must be paid prior to the program date and cannot be processed without the individual Convention attendee registration form for at least one person responsible for attending the table top. In the event of withdrawal by July 27, 2012, all fees paid for exhibit space will be returned to the Exhibitor. Exhibitors who withdraw between July 27 and August 22, 2012 will receive a 50% refund, after August 22, 2012 will not receive a refund.
- 3. Liability: FPDA/ISD nor its agents or representatives will be responsible for any injury, loss or damage that may occur to the Exhibitor or to the Exhibitor's employees or property from any cause whatsoever. Under no circumstances will FPDA/ISD be liable for lost profits or other incidental or consequential damages. FPDA/ISD shall not be liable for failure to perform its obligations under this contract as a result of strikes, riots, acts of God or any other cause beyond its control. The rights of FPDA/ISD under this contract shall not be deemed waived except as specifically stated in writing and signed by an authorized officer of FPDA/ISD.
- **4. Security and Insurance:** Exhibitor is solely responsible for its own materials and those wishing to insure their goods must do so at their own expense.

- **5. Responsibility of the Exhibitors:** The Exhibitor is responsible for damage to hotel property. No signs or other articles may be attached to walls, doors, etc. in such a manner as to deface or damage them. Exhibitors must be self-contained within the table top areas assigned, and no chairs, furniture or exhibit materials are to be placed outside the table top area, or set up in such a manner as to block other table tops or any fire exits.
- **6. Exhibit Table Tops & Displays:** Exhibitors will be provided with a standard 6'x 30" skirted table and a table top identification sign. Exhibits are restricted to a maximum height of twelve (12) feet. Exhibitors may use their table top area to display whatever company literature, signage, products, samples, giveaways or information that is not in violation of local fire or safety ordinances and that can fit within the confines of the exhibit table top, including space for exhibiting employees. Electrical services may be ordered by each exhibitor directly from the Hotel. Exhibits may not contain any hazardous materials and may not produce noise levels that would be intrusive of other table tops.
- **7. Table Top Staff:** Exhibit table tops may be staffed by any number of full-time company employees (one minimum required), and/or manufacturer representatives or agents retained by the member company, who have each registered as paying delegates to the Annual Summit. Attending manufacturer reps or agents must be solely attendant to the company which registered their attendance and may not work the convention or the exhibit floor independently. Exhibitors must limit the number of staff working the table top at any one time,

- to avoid congestion in the exhibit hall aisles. No exhibit staff may block passage within the aisles or take space outside the designated table top.
- **8. Move-in, Move-out:** Exhibitors may move materials into their table tops once the foyer has been set and vacated by the hotel staff, due to be on Wednesday, September 26 by 2:00 pm. All exhibit materials must be removed from the exhibit area no later than 9:00pm on the same date.
- **9. Shipping Services and Exhibit Support:** Exhibitors are encouraged to use hotel for assistance with in-bound and out-bound materials shipping. FPDA/ ISD will not accept direct inbound shipments from exhibitors. No materials will be handled for packing or outbound shipping by any FPDA/ISD representative or by the hotel or conference center. All materials remaining in the exhibit area after the conclusion of the Supplier Showcase program will be considered trash, and will be disposed of appropriately.
- **10. Agreement on Conditions:** Each Exhibitor, for himself and his employees, agrees to abide by these conditions and by subsequent amendments and additions thereto; it being understood and agreed that the sole control of the Supplier Showcase program and exhibit area rests with The FPDA Motion and Control Network and The International Sealing Distribution Association.

PLEASE REFER ALL QUESTIONS CONCERNING THE EXHIBIT PRO-GRAM TO THE MEETING OFFICE: 410.263.1014













FPDA/ISD Joint Industry Summit Marco Island Marriott, Marco Island, Florida September 24-27, 2012 FPDA Registration Form

FPDA Membership Type (please select one): Distributor Ass	sociate Manufacturer 📮 Ass	ociate Service/Vendor Associa	te 🖵 Publication
Non-Membership Type (please select one): 📮 Distributor 📮 Mai	nufacturer		
Are you a first time attendee: 🔲 Yes 🔲 No			
Are you a Young Executive Member (under age 40)?: Yes N	0		
Name	Badge Name		
Title			
Company Name			
Company Address			
City State/Provin	ce Z	ip/Postal Code	
Country	Email		
Phone	Fax		
Guest Name (if attending)	Badge Name		
Does anyone in your party have special needs? Yes No Any spec	ial dietary conditions? 📮 Yes 🗔	Ū No	
If yes, please specify: Name	,		
Emergency Contact Name	Phone		
FPDA/ISD JOINT SUMMIT REGISTRAT	ION FEES		
REGISTRATION FEES	BY 7/27/2012	AFTER 7/27/2012	TOTAL
DISTRIBUTORS			
Distributor Member Registration Fee	US \$850	US \$950	\$
Distributor Non-Member Registration Fee	US \$1350	US \$1450	\$
ASSOCIATES Member Registration Fee	US \$875	US \$975	\$
Non-Member Registration Fee	US \$1375	US \$1475	\$
SUPPLIER SHOWCASE REGISTRATION Wednesday, September 26, 2012 – 5:00 pm – 7:00 pm (Open to all Ass	US \$800	US \$800	\$
As an FPDA/ISDA Showcase Exhibitor, we hereby contract with FPDA/ISD for an has red the enclosed rules and regulations and agrees to abide by and be boun first-serve basis. Space is limited. Please register by August 22, 2012 to ensure	exhibit table as described in the R d by said rules. Table top selection	will be determined on a first-come	
Name Title_			
Email	Co. Name to appear on table	e top signage	
Description for publication of Displayed Products/Services (limit 100 words)			
Diagram da carteria con con-	h - 4h (id		
GUEST REGISTRATION/GOLF	booth near (provide name of comp	oany)	
Guest/Companion Registration Fee	US \$350	N/A	¢
Golf Tournament (9/27)	US \$172	N/A	\$
Delegate: Handicap/Average I'd like to play with			
Taylor Made Golf Club Rental (left / right) Guest/Companion: Handicap/Average I'd like to play	US \$54	N/A	\$
Taylor Made Golf Club Rental (left / right)	US \$54	N/A	\$
		TOTAL DUE:	\$
PAYMENT OPTIONS			
Enclosed is my check payable to FPDA for \$			
Please make checks payable in U.S. dollars, to FPDA, and mail to: FP	DA, 105 Eastern Avenue, Suite	e 104, Annapolis, MD 21403-33	300.
Please charge to my (check one) 🖵 VISA 🖵 MasterCard 🖵 Dis-	cover 🔲 American Express		
	•	eue (e	6.1)
Card #	Expiration Date	CVC (Se	c.Lode)
Cardholder NameCardholder Address			
Cardholder Signature			

Register 4 Ways

1 BY MAIL:

The FPDA Motion & Control Network 105 Eastern Avenue, Suite 104 Annapolis, MD 21403

2 BY FAX: (410) 263-1659

3 BY EMAIL: info@fpda.org

4 ONLINE REGISTRATION: www.fpda.org

Attendee Registration Policies: Please make a photocopy of this form and submit one copy for each company representative attending the FPDA/ISD Joint Industry Summit. Mail or fax by July 27, 2012 to obtain the early bird registration discount. Register by August 22, 2012 to guarantee listing in the official roster of attendees. After August 22, 2012, registration will be on a space available basis.

Cancellation Policies: In order to obtain a refund for convention registration fees, written notice of cancellation is required, to be received at the FPDA office, by the dates noted below:

By July 27, 2012 – for Full Refund By August 22, 2012 – for 50% Refund After August 22, 2012 – No Refund

If a member wishes to cancel a golf registration, written notification must be received by the FPDA office no later than September 1, 2012, for a full refund.

F	office	

Check Date	
Check #	
Invoice #	

Return payment and this form to:

The FPDA Motion & Control Network

105 Eastern Avenue, Suite 104 Annapolis, MD 21403

Fax (410) 263-1659 Email: info@fpda.org Online: www.fpda.org





Marco Island Marriott

400 South Collier Blvd. Marco Island, Florida 34145

239-394-2511

800-438-4373

239-642-2672

www.marcoislandmarriott.com

Welcome to a Florida island paradise. Located on Florida's Gulf of Mexico, along 3.5 miles of tropical powder sand beaches, the newly renovated Balinese-styled resort offers 727 casually luxurious rooms and suites that surround you with feelings of well-being, balance and harmony.

Marco Island is located in Southwest Florida on the Gulf of Mexico. It is a small island, 6 miles by 4 miles, and is the northernmost island of the Ten Thousand Islands chain that stretches south through Everglades City to Flamingo and the Florida Keys. It is located just south of Naples, Florida.

Marco Island is graced with miles of white-sand beaches, luxurious real estate, beautiful year-round weather, sumptuous restaurants, fine shopping, dining, lively entertainment, attractions and plenty of recreational activities from boating and fishing, to golf and tennis, and more. All set amid the stunning subtropical beauty that is unique to Southwest Florida's Gulf coast.

BOOK YOUR RESERVATIONS NOW!

FPDA AND ISD'S SPECIAL GROUP RATE, SINGLE OR DOUBLE OCCUPANCY IS \$169.00 PER NIGHT, PLUS TAX.

Please make your reservation before August 31, 2012. After that date, the space and rate will be at the Hotel's discretion. For those members requiring or desiring gulf views or a suite, the following rates will be in effect: Gulf View Room Rate - \$284 One Bedroom Suite - \$304

Among Marriott's many awards and recognitions, it was added to the Conde Nast Traveler 2012 Gold List of World's Best Places to Stay! Check out the amenities!

The Marriott

- · Largest white-sand beach in Southwest Florida featuring spectacular sunsets daily
- Upscale resort shops
- Concierae services
- · Daily children's activities
- Nanny service
- Fitness center
- · Tennis, water and beach sports
- Complimentary transportation to golf course
- · Catamaran tours, waverunners, and parasailing
- Two lively and refreshing pools Quinn's Pool and Tiki Pool

Spa & Salon

- 24,000 square feet of tranquility
- Innovative and relaxing spa services, including facial, full body treatments and massages
- · 24 treatment rooms and 6 seaside terraces
- Fitness classes, including Yoga and Pilates
- · Beauty salon and nail salon
- · Spa packages

Dinina

- · Tropiks: Family oriented restaurant
- Quinns On the Beach: Legendary island experience
- · Kurrents: Vibrant, sophisticated and romantic
- NEW 400 Pazzi's: Indoor/outdoor brick-oven pizzeria
- NEW Rookery Steakhouse: Located in the newly redesigned clubhouse
- Tiki Bar: Salads, sandwiches and famous margaritas by the pool
- · Lobby Lounge: A cozy setting
- · Café San Marco: Sip on a latte, espresso, or cannuccino

Attractions

- · Marco Island and Naples offer a wide variety of resort, boutique and outlet shopping
- Marco Island is home to over 90 unique restaurants and night spots
- Tours to the Everglades, Airboat Excursion, Caribbean Gardens/Naples Zoo, Downtown Naples, The Big "M" Casino in Ft. Myers, Babcock Wilderness Adventures

News You Can Use

AIR TRAVEL

There are a number of airports that you can travel to reach Marco, but the closest airport is Naples, just 22 miles from the hotel.

Naples - APF

Hotel direction: 22 miles south. 20 minutes travel time.

- Alternate transportation: On Demand: pp one way; fee: 40 USD (one way); reservation required
- Estimated taxi fare: \$40 USD (one way)

Fort Myers - RSW Phone: 239-768-4381

Hotel direction: 50 miles south. 45 minutes travel time.

- Alternate transportation: On Demand: pp one way; fee: \$105 USD (one way); reservation required
- Estimated taxi fare: \$75 USD (one way)

Miami International Airport - MIA

Hotel direction: 115 miles south. 2 hours and 15 minutes travel time.

• Alternate transportation: On Demand; fee: \$150 USD (one way); reservation required

Fort Lauderdale-Hollywood International Airport - FLL

Hotel direction: 117 miles south. 1 hour and 45 minutes travel time.

• Alternate transportation: On Demand; fee: \$150 USD (one way); reservation required

Marriott does not provide shuttle service to any airports.

GROUND TRANSPORTATION

From the north use Interstate 75 South to Marco Island exit (SR-951).

From the East Alligator Alley (I-75) is convenient when arriving from Ft. Lauderdale and Palm Beach

Tamiami Trail (US41) accommodates our visitors from Miami and The Keys.

BY WATER

Marco Island and Naples Airports accommodate propeller and jet-craft, both private and scheduled, located 6 and 14 miles off the island respectively.

By boat from the Atlantic around the Keys and 60 miles north on the Gulf

WEATHER AND WHAT TO WEAR

Southwest Florida is a tropical paradise. Warm temperatures, balmy breezes, sunny skies and an occasional shower are the norm for Marco Island. The Gulf Water temperature ranges up into the mid 80's from June through September. Southwest Florida's average air temperature is 77 degrees. In September you may expect an average temperature of 85 degrees in the daytime and 72 degrees in the evening.

Dress for the meeting is casual. No need to pack your blazer or dresses. Thursday evening's party will be beach casual, so pack your flip flops, shorts and Hawaiian shirts.













