

# Schedule of Events

#WSIASummit

**WED**  
Feb 27

Attendees arrive

**THUR**  
Feb 28

7:45AM

BOD First Tracks / morning on the mountain **GROUP PHOTO** **NMMA**

11:00AM

Registration & badge pick-up opens **KORBEL**

12:00PM

★ **Kickoff lunch** ★ 2018 Survey of Sales Kevin Michael, WSIA Executive Director

**SURF**  
E X P O

Boating Industry Trends Thom Dammrich, NMMA President

**KEYNOTE Sam Dantzler** *Want- vs. Need-Based Selling*

2:00PM

	ROOM 1	ROOM 2	ROOM 3	ROOM 4
2:00PM - 3:30PM	<b>Equipment Committee</b> Pete Surrette & John Clark	<b>Wake Park Operator's Workshop</b>	<b>Camps &amp; Schools Committee</b> Cobe Mikacich	<b>Parasail Workshop</b>
3:30PM - 5:00PM	<b>Towboat Committee</b> Cory Dugger	<b>Wake Park Committee</b> Mike Olson	<b>Dealer Workshop</b>	<b>Parasail Committee</b> Matt Dvorak

6:00PM

Private gondola service begins **polk**

6:30PM

Cocktail reception **JL AUDIO**

7:15PM

Western BBQ buffet **ENOVATION**

8:00PM

**KEYNOTE Grant Korgan** *Mental Game is Everything*

8:30PM

**GROUP PHOTO** Live band / social time



*Dinner on the Mountain*



**FRI**  
Mar 1

**Most Attendees:** Hit the slopes for the morning!

7:45AM - 8:15AM

Water Sports Foundation board meeting **ROOM 4**

8:15AM - 9:30AM

Executive Committee meeting (includes breakfast for EC) **ROOM 4**

10:00AM - 12:15PM

WSIA Board of Directors meeting (includes lunch for BOD members) **ROOM 1**

**Most Attendees:** Lunch on your own

1:00PM

★ **SPEED ROUNDS** ★ *All Attendees* **KORBEL** *Arrive early for high-end giveaways + gifts*

1:10PM - 1:20PM

**New Complex Update** USA WSWF Foundation

1:20PM - 1:30PM

**Hiring the Ideal Team Player** Enovation Controls

1:30PM - 1:40PM

**Speedround #3** Peek

1:50PM - 2:00PM

**Maximizing ROI in Today's Tradeshow Landscape** Kenneth Andres, Emerald Expositions

2:00PM - 2:10PM

**How to Save a Life** Lieutenant Paramedic Dan Power

2:10PM - 2:20PM

**Digital Marketing & Social Media: #TwoYearChallenge** Emily Dale & Morgen Burchell

2:40PM

	ROOM 1 - 2	ROOM 3	ROOM 4	ROOM 5	POOL
2:40PM - 3:40PM	<b>Wake Responsibly</b> <i>Boaters Etiquette Campaign</i> Larry Meddock	<b>Question &amp; Answer</b> with keynote speaker Sam Dantzler	<b>CPR Certification</b> Limited to 20 attendees  Provided by <b>USA</b> WATER SKI & WAKE SPORTS FOUNDATION	<b>Parasail Recap Meeting</b>	<b>Water Rescue</b> Dan Power <i>In-water demo and workshop</i>  Pool is heated. Lessons Every ~15 mins. Wear your swimsuit!  Runs until 5:30pm
3:50PM - 5:00PM	<b>Waterway Protection</b> Larry Meddock	<b>Risk Management Roundtable</b> Peter Rietz & more			

6:00PM

Cocktail reception **KORBEL FOYER** **ZE**

7:00PM

Dinner for all attendees **KORBEL BONNIER**

8:00PM

**AWARDS** ★ **2019 Leadership Awards**



9:00PM

Social time / open bar **CABIN** **BoatingWorld**

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