

LEADERSHIP & MANAGEMENT CONFERENCE

REGISTER ONLINE by visiting our secure registration page at www.pianko.org

Fax your registration
614.794.2049

or mail to
Printing Industries of Ohio • N.Kentucky
P.O. Box 819, Westerville, Ohio 43086

ACCOMMODATIONS:

A block of rooms has been reserved at both the Fairfield Inn and Suites, Columbus/Polaris 9000 Worthington Road, Columbus Ohio 43082, and Four Points by Sheraton Columbus/Polaris 8505 Pulsar Place, Columbus, OH 43240. The Fairfield Inn and Suites is offering a special rate of \$119 per night (plus all applicable taxes) contact them at 614-568-0770 by August 31st to get this rate. To receive a rate of \$99 per night (plus all applicable taxes) at the Four Points by Sheraton, please call 614-844-5888 by September 4th. Ask for the Printing Industries of Ohio • N.Kentucky room block. To make accommodations online please follow the links on our website.

CANCELLATION POLICY FOR ALL EVENTS:

The Association incurs costs to reserve your registration. Therefore, cancellations must be received in writing by Printing Industries of Ohio • N.Kentucky on or before September 12, 2016 to receive a full refund. Cancellations received after September 12, 2016 will be subject to a 20% cancellation fee. Refunds will not be granted after Wednesday, September 14, 2016 for no shows. You may however, transfer your registration to another member of your company, without penalty. Fax cancellations to 614.794.2049, Attn: Reservations.

REGISTRATION & FEES

ENTIRE CONFERENCE & GOLF PACKAGE

Includes one golf registration and full access to all events September 18th-20th including Grand Ceremony. Please also complete golf registration.

Association Member | **\$550** each registrant _____ \$550 = \$_____
Non-Member | **\$695** each registrant _____ \$695 = \$_____

ENTIRE CONFERENCE PACKAGE

Includes one registration and access to all events September 18th-20th including Grand Ceremony. *Does not include Golf Tournament.*

Association Member | **\$425** each registrant _____ \$425 = \$_____
Additional Registrant | **\$250** each registrant _____ \$250 = \$_____
Non-Member | **\$575** each registrant _____ \$575 = \$_____
Additional Registrant | **\$375** each registrant _____ \$375 = \$_____

MONDAY, SEPTEMBER 19TH GRAND CEREMONY

Includes admission to Cocktail Reception, Grand Ceremony, Dinner and Two Beverage Tickets.

Per Registrant | **\$85** each registrant _____ \$85 = \$_____
Corporate Table of 10 | **\$750** each registrant _____ \$750 = \$_____

MONDAY, SEPTEMBER 19TH INDIVIDUAL SESSIONS

Association Member | **\$95** each registrant _____ \$95 = \$_____
Non-Member | **\$175** each registrant _____ \$175 = \$_____

MONDAY, SEPTEMBER 19TH LUNCH W/ SPEAKER

\$65 each registrant _____ \$65 = \$_____

PAYMENT INFORMATION

☐ Invoice Me ☐ Check Enclosed ☐ Visa, MC or AmEx

Conference Total \$ _____

Golf Tournament Total \$ _____

GRAND TOTAL

\$

Credit Card # _____ Expiration _____

Signature _____

2016 GOLF TOURNAMENT REGISTRATION INFORMATION

Registration includes a round of golf, cart, coffee & donuts, lunch prizes and two beverage tickets. You can register a foursome or we will place you with a group.

Date: Tuesday, September 20th, 2016
Format: 4-person Scramble
Location: Bent Tree Golf Club
350 Bent Tree Rd.
Sunbury, OH 43074
740-965-5140

Cost: **\$135** per golfer / \$500 per foursome

Primary Registrant _____ Company _____

Phone _____ Email _____

Name #2 _____ Company _____

Name #3 _____ Company _____

Name #4 _____ Company _____

Interested in being a sponsor of the golf tournament?
Call Printing Industries of Ohio • N. Kentucky at 888.576.1971 for info.

EVENT SCHEDULE

8:00 am Reg/Breakfast
9:00 am Shotgun Start
2:00 pm Lunch/Prizes

REGISTRATION INFORMATION USE ADDITIONAL SHEET IF NECESSARY

Company Name _____ Company Address _____

Company City _____ State _____ Zip _____ Phone _____

REGISTRANTS

Name _____ Title _____ Email _____

Name _____ Title _____ Email _____

Name _____ Title _____ Email _____

Name _____ Title _____ Email _____

STATE OF THE INDUSTRY

MARKETING YOUR BUSINESS

SALES PERFORMANCE

HUMAN RESOURCES

VISION & INTEGRATION

NETWORKING & AWARDS

FUN!

TOP REASONS TO ATTEND...

2016 LEADERSHIP CONFERENCE

SEPTEMBER 18-20 2016

LOCATION

Quest Business Center
8405 Pulsar Place
Columbus, OH 43240



Printing Industries
of OHIO • N.KENTUCKY

LOOK INSIDE FOR DETAILS

LEADERSHIP & MANAGEMENT CONFERENCE

SEPTEMBER 18-20, 2016

QUEST BUSINESS AND CONFERENCE CENTER | 8405 PULSAR PLACE, COLUMBUS, OHIO, 43240

SUNDAY | SEPT. 18, 2016

3:00 - 4:30 PM | OPENING SESSION HR ROUNDTABLE

With Jim Kyger (PIA) General HR Topics



Human Resource issues are everywhere these days, including new overtime exempt salary thresholds, recruiting skilled workers, training and development, health care compliance and cost containment, handbook policies and the NLRB, etc. Plus, a new administration in the White House will mean new (or continued) perspectives on enforcement, regulations and legislation on various HR issues. Come and network on your top HR issues for 2016 and 2017 and hear a special HR briefing from PIA's Jim Kyger.

4:30 - 6:00 PM | SECOND SESSION WORKPLACE VIOLENCE

Sarah Moore & Scott Gedeon, Fisher Phillips



Would you be ready if someone entered your workplace with a gun? Although on-the-job shootings are becoming all too common, most employers have not prepared their workplace and their employees to potentially prevent or better respond to violent acts. What's more, because employers tend to believe such attacks unlikely within their companies, they do not see a need to proactively develop the policies and procedures that can keep their workers safe in the event of an incident. To learn how you can protect both employees and customers, and also reduce potential liabilities, please join Fisher Phillips' Sarah Moore and Scott Gedeon for an in-depth discussion.



6:15 - 8:15 PM | CASINO NIGHT
SPONSORED BY PRINTERS 401K

MONDAY | SEPT. 19, 2016

7:30 - 8:00 AM | REGISTRATION OPENS CONTINENTAL BREAKFAST

8:00 - 9:15 AM | OPENING KEYNOTE SESSION STATE OF THE INDUSTRY

Michael Makin, President and CEO, PIA



Michael Makin will address what the future holds for the printing industry. What segments are poised to fare better than others? What strategies should printers pursue to ensure a viable and profitable future? These questions and others will be explored during our opening keynote presentation.

9:15 - 9:30 AM | BREAK

9:30 - 10:45 AM | GENERAL SESSION SALES PERFORMANCE

Duane Cashin



In this workshop, you will benefit from an overview of several sales management insights including: how buying behavior has changed and the adjustments salespeople need to make to be successful, understanding the facts about relationship building and creating customer loyalty in today's crowded marketplace. Learn the clues that help you identify the additional products and services that are wanted by your prospects and customers. Join us for this high-energy, interactive workshop which is full of street-smart strategies that are guaranteed to position your sales team with a competitive advantage and increase profitable revenues.

10:45 - 11:00 AM | BREAK

11:00 - 12:15 PM | GENERAL SESSION HOW TO MARKET YOUR PRINT BUSINESS IN SEVEN EASY STEPS

John Foley Jr., interlinkONE



The shift into the digital age was felt by every business operating in or around the print industry. Print shops that were once booming businesses are making cutbacks or even closing their doors for good. How can those remaining thrive in this ever-changing industry? Marketing! The answer sounds simple, but it is far more complex than once thought. In this presentation, John Foley, Jr., a leading business transformation and marketing expert in the print industry, and author of "Business Transformation: A New Path to Profit for the Print Industry," will share seven easy steps on how and what to market to ensure your print business thrives for years to come.

12:15 - 1:45 PM | LUNCH WITH THE HONORABLE PAT TIBERI, U.S. HOUSE OF REPRESENTATIVES

1:45 - 3:00 PM | GENERAL SESSION ROCKET FUEL

Connie Chwan, PureDirection, LLC



Most true entrepreneurs are dreamers, hustlers and, some might say, visionaries. They see the world differently, constantly look for new ideas and find innovation kind of a hobby. Working for an entrepreneur is a little like driving down the highway about 60 miles an hour . . . with no steering wheel. Enter the Integrator – the person who will complement the Visionary and has the talent for moving ideas forward, aligning schedules and tasks, creating focus and accountability, and ensuring cohesion of people and processes. In other words, the Integrator executes the vision. Connie Chwan will define the roles and characteristics of Visionaries and Integrators, explain how the relationship can help a business thrive, show you how to find each other, and how to complement each other.

3:00 - 3:15 PM | BREAK

3:15 - 4:30 PM | GENERAL SESSION WHAT'S YOUR UBER™? GETTING BACK TO YOUR ENTREPRENEURIAL ROOTS

John Foley Jr., interlinkONE



Disruption is everywhere, and is a means of harming a company's competitive advantage unless it is able to embrace new emerging shifts. Remaining unaware of what lies around the corner can be a costly form of ignorance for companies in any industry. John will open attendees' eyes to the fact that disruption inevitably will come your way, and you must be ready to capitalize on all opportunities provided to you to make the most of it. Whether it be technology, innovation, or some other disrupter, print business owners need to make research a top priority to remain competitive. He will also discuss the importance of getting back to your roots, tactics for recovering your entrepreneurial mindset and applying it to your business as it stands today. Finally, John will relate the shifts experienced by this industry to other verticals as well, including (you guessed it) the taxi market!



6:00 - 9:00 PM | 17TH ANNUAL PRINT EXCELLENCE
AWARDS GRAND CEREMONY
SPONSORED BY MILLCRAFT

TUESDAY | SEPT. 20, 2016

STERLING DISTRIBUTION 11TH ANNUAL PRINTING INDUSTRIES OF OHIO • N.KENTUCKY GOLF TOURNAMENT BENT TREE GOLF CLUB

8AM | REGISTRATION/DONUTS & COFFEE

9AM | SHOTGUN START/FOUR-PERSON SCRAMBLE

This full-day tournament brings vendors, printers, paper merchants and suppliers together to enjoy a beautiful day of golf, contests, cash prizes, a buffet lunch and awards. There will be cash prize holes and a chance to win \$10,000.00 in our hole-in-one competition. This fun-filled industry event is the perfect opportunity to meet new business contacts or treat your customers and employees to a fantastic day on the links.

You'll enjoy being a part of this year's tournament. Call or fax in your foursome to the Association office today or let us pair you with other golfers.

Golf Tournament sponsorship is an easy way to build brand recognition on the course! We have affordable sponsorship options to fit every budget and sponsorship allows premier exposure to over 100 industry golfers! Call the Association office for more information.

Start Collecting Your Most
Creative, Inspiring &

FANTASTIC

Projects Today for Submission in the
2017 PEA Awards Competition.

▶ PRINT EXCELLENCE AWARDS

THANK YOU TO OUR SPONSORS

