

WELCOME TO THE 11TH ANNUAL MEETINGS INDUSTRY COUNCIL (MIC) OF COLORADO EDUCATIONAL CONFERENCE AND TRADE SHOW



Welcome to the 2011 Meetings Industry Council of Colorado Annual Educational Conference and Tradeshow. We hope your journey, whether ten miles or hundreds of miles will be successful as you find supplier products and services on the tradeshow floor, learn new methods and ideas for successful meetings

and events in our educational sessions and meet industry colleagues during our many networking opportunities. As we all struggle with economic ups and downs there is a genuine need for planners, suppliers and facilities to reach out and find new and innovative ways to get business done. To achieve these positive changes, the conference and tradeshow provide a golden opportunity for all attendees to learn about new trends and strategies while experiencing the buzz and idea exchanges that only the largest industry event in the region can provide.

My sincere thanks and grateful appreciation to the 2011 MIC members for your steadfast efforts to produce the Conference this year, once again the Council has outdone itself. The volunteer members of the Council dedicate not only their time but their talents as well. This group along with Rocky Mountain Event Consultants, the team

that manages the MIC, has put together a conference with education for our attendees in mind and we hope you have a great day with us. One last thank you to NSA Colorado, every year this organization does an outstanding job of preparing a line up of session topics and presenters that is current, relevant and top notch and this year is no different.

The Meetings Industry Council (MIC) of Colorado is a coalition of 13 professional meetings industry related organizations whose purpose is to strengthen the relationships between member organizations through communication and cooperation. Welcome to the 11th Annual MIC Educational Conference and Trade Show. It's your participation, attendance and support over the years that have allowed us to fulfill that mission! Thank you.

Ken Williams Chair, Meetings Industry Council of Colorado

Having experienced all that the Meetings Industry Council of Colorado Educational Conference and Trade Show has to offer, we look forward to seeing you next March for our 12th Annual Meeting. Please watch MIC's website for information about the date and location: www.mic-colorado.org.

2011

MEETINGS INDUSTRY COUNCIL (MIC) OF COLORADO MEMBER ORGANIZATIONS



























PROGRAM OVERVIEW

MARCH 16, 2011 - 7:30 AM - 6:00 PM

7:30 AM - 8:30 AM

REGISTRATION/ CONTINENTAL BREAKEAST Korbel Ballroom Pre function area

8:30 AM - 9:45 AM

CONCURRENT BREAKOUT SESSIONS (5)

LEADERSHIP: WHAT IT IS, WHAT IT ISN'T - Room 401/02

Karl Mecklenburg - Sponsored by CSAE

"HOT TOPICS" FROM THE LEGAL ARENA: FINDING THE

MIDDLE GROUND - Room 403

Bill Walters - Sponsored by MPIRMC

FLOW, FOOD, FORMULAS AND FUN; BASICS IN

Successful Meeting Logistics - Room 406/07

Gary Schirmacher, CMP - Sponsored by Experient

THE DISASTER EXPERIENCE - QUICK FIRE FOR

MEETINGS & EVENT PLANNERS - Room 404 Bob Mellinger, CBCV - Sponsored by IAEE

APEX AND SUSTAINABLE MEETINGS - Room 405

Lindsay Smith-Arell - Sponsored by RMPCMA

9:45 AM - 10:00 AM

Break ~ Korbel Ballroom Pre function area

10:00 AM - 11:15

CONCURRENT BREAKOUT SESSIONS (5)

MEETINGS INDUSTRY: STATE OF THE ECONOMY- Room

401/02

Craig Banikowski, C.P.M., CMM, CCTE - Sponsored by

RMBTA

ETHICS AND TRUST: CRITICAL INGREDIENTS OF

PERSONAL. PROFESSIONAL AND BUSINESS SUCCESS -

Room 404

Kevin O'Brien - Sponsored by SGMP

Using Contractors for Staff Functions - Room 405

Terry Adams - Sponsored by CFEA

DENVER'S TOP CHEFS - Room 403

Sandra Adams, Thanawat Bates, Chris Casson and Troy

Guard: Moderated by Kristin Hutton, CMP - Sponsored by NACE

SOCIAL MEDIA STRATEGIES: TOP 10 TIPS FOR NON-

TEKKIES AND NEWBIES ALIKE! - Room 406/07

Laura Benjamin - Sponsored by CMCA

11:30 AM - 1:30 PM

LUNCH - Sponsored by Gateway Park Hotel Alliance /

Gateway DIA Group - EMCEE: SCOTT FRIEDMAN, CSP

KEYNOTE SPEAKER

Sponsored by Destination Hotels & Resorts

THE POWER OF SERVICE - How TO PROVIDE

CUSTOMER SERVICE THAT ROCKS!

Robin Crow

KORBEL BALLROOM 3-4

1:30 PM - 3:30 PM

TRADE SHOW ~ KORBEL BALLROOM 1-2

(Suppliers not exhibiting at the 2011 MIC Trade Show are invited to the closing reception on the Trade Show floor from 4:45 to 6:00 pm)

1:45 PM - 3:15 PM

Break Out Sessions for Suppliers (2)

STRATEGIC HABITS FOR BUSINESS GROWTH - Room 403

Dawn Abbott - Sponsored by ISES Denver

MASTERING MAGICAL PERSUASION - Room 405

Traci Brown - Sponsored by HSMAI

3:30 PM - 3:45 PM

Break ~ Korbel Ballroom Pre function area

3:45 PM - 4:45 PM - POWER HOUR (2)

HUMOR - THE UPSIDE OF DOWN - Room 401/02

Joe Malarkey® - Sponsored by Telluride Tourism Board

SKYROCKET EVENT ATTENDANCE WITH SOCIAL MEDIA

MARKETING: CREATE A "BEFORE, DURING, & AFTER"

SOCIAL MEDIA ACTION PLAN TO BLOW ATTENDANCE

THROUGH THE ROOF! - Room 406/07

Heather Lutze - Sponsored by NSA Colorado

4:45 PM - 6:00 PM

RECEPTION AND ENTERTAINMENT - KORBEL BALLROOM 1-2

Enjoy great food and continue networking to share

all that you learned.

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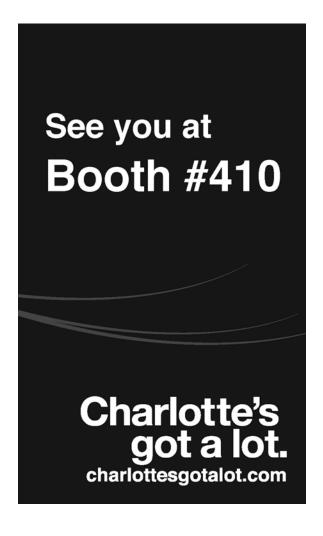
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Rocky Mountain Chapter

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May 11: Best Marketing & Operations Strategies for 2011

August 16: Golf Tournament - Saddleback Golf Club

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http://www.pcma.org/chapters/rocky-mountain.htm



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Annual Educational Conference and Trade Show

8:30 - 9:45 AM ~ 1st Concurrent Breakout Sessions (5)

LEADERSHIP: WHAT IT IS, WHAT IT ISN'T

Karl Mecklenburg

President, Mecklenburg Motivation www.karlmecklenburg.com

To put together a great meeting takes inspired leadership and effective teamwork. Lessons learned from Karl Mecklenburg's experience as a leader on the football field will apply to your business. Great leaders have many things in common including solid self awareness,



cs ae

and the 4 Cs of leadership; community, commitment, clarity, and consistency. Leadership is a journey not an event. Let's all take a big step forward. In this session Karl will tell stories that make you laugh and remind you of situations you and your team have faced. Be ready to share your ideas and challenges as we interact.

"HOT TOPICS" FROM THE LEGAL ARENA: FINDING THE MIDDLE GROUND

Bill Walters

Kelly Garnsey Hubbell + Lass LLC www.kghllaw.com

The contracting relationship between hotels, convention centers and their customers is changing at an ever increasing pace. The use of social media, "poaching" by non-authorized parties, dispute



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CHAPTER

"poaching" by non-authorized parties, dispute resolution, interpretation of contracts, attrition, performance standards, virtual trade shows, supplier exclusives, insurance and attendance are but a few of the issues to be discussed in this wide ranging presentation. Questions and answers will be encouraged. Find out what you need to know before you have a problem. Bill Walters, a Denver attorney who represents trade associations and professional organizations, has over thirty-five years experience in advising nonprofits, including contractual relationships with hotels and convention centers.

FLOW, FOOD, FORMULAS AND FUN; BASICS IN SUCCESSFUL MEETING LOGISTICS

Gary Schirmacher, CMP

Senior Vice President, Strategic Account Services, Experient www.experient-inc.com



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• Learn how to visualize and design flow experient management strategies that can be applied in any event venue-keep those lines moving

- any event venue-keep those lines moving
 Trends in Food, getting the most value on the meeting budget dollar
- Time Tested Experient formulas that deliver from conference seating to ordering food and beverage by the piece and on consumption
- Everyone thinks Meeting Planning is Fun, five tips to make sure that it really is

THE DISASTER EXPERIENCE - QUICK FIRE FOR MEETINGS & EVENT PLANNERS

Bob Mellinger

President, Attainium Corp www.attainium.net

Chances are that while you read this, an unexpected disaster is causing a meeting/event planner stress and confusion and is affecting their ability to produce an event. Are they prepared to



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handle it? Will they be able to recover? Disasters of every shape, size, look and feel happen all the time, affecting businesses, people's jobs, lives and families.

This session is highly interactive and very fast-paced. The participants work through disaster scenarios in small groups. The story unfolds with the presentation of multiple incidents in rapid succession. Each group prepares its responses to the questions provided. A table is then selected to present their results and a second table chosen to provide further insight. The scenario then pickups where it left off and the process is repeated for time remaining.

APEX AND SUSTAINABLE MEETINGS

Lindsay Smith-Arell

Principal and Founder, Arell Logic www.arellogic.com

In this session Lindsay, co-chair of the APEX Green Meeting Standard, Meeting Venue committee, will provide an overview of the standards. Learn what the standards are and how venues and suppliers can utilize them to implement sustainable practices that are accepted industry wide. As president of the



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Rocky Mountain
chapter

Green Meeting Industry Council, Colorado Chapter, and president of Arell Logic, a sustainable consulting firm, Lindsay has been at the forefront of sustainable operations and events. Current projects include managing the Sustainability Program at the Colorado Convention Center and Director of Education for Waste Farmers.

9:45 - 10:00 AM - BREAK Korbel Ballroom Pre function area

MIC of Colorado would like to extend a hearty Thank You to Dean Savoca, Debbie Taylor and NSA Colorado for their continued support and assistance in coordinating an awesome speaker line up!



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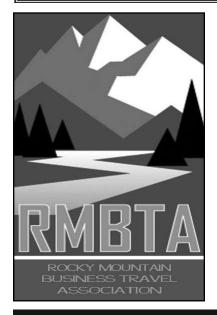
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Annual Educational Conference and Trade Show

10:00 - 11:15 AM ~ 2ND CONCURRENT BREAKOUT SESSIONS (5)

MEETINGS INDUSTRY: STATE OF THE **ECONOMY**

Kevin Iwamoto, GLP

Vice President, Enterprise Strategy, StarCite, Inc. Former President & CEO of the Board of Directors for the National Business Travel Association (NBTA).



According to the latest NBTA Foundation's Quarterly Business Travel Outlook-United States, Group

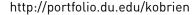
Meeting & Convention travel will finally show gains in 2011 after a nearly 3 year downward spiral. This session will offer an in depth analysis of the numbers as well as insights on emerging trends, including:

- Increased focus on strategic meetings management (SMM)
- Policy shifts and the quest for ROI/ROO
- Virtual alternatives and the rise of hybrid meetings

ETHICS AND TRUST: CRITICAL INGREDIENTS OF PERSONAL. PROFESSIONAL AND **BUSINESS SUCCESS**

Kevin O'Shaunessy O'Brien

Chair of Business Ethics & Legal Studies J.D., LL.M in Taxation, CPA



Ethical conduct may seem to be in short supply these days, and suspicion and mistrust are growing concerns with respect to institutions such as business and government. Yet, there is a belief that successful individuals, businesses, and even societies are those with high levels of trust, at least in part because of their ethical conduct. This session will explore these ideas, including strategies for building and retaining trust personally, professionally, and in business transactions.

USING CONTRACTORS FOR STAFF **FUNCTIONS**

Terry Adams

Executive Director, Cherry Creek Arts Festival

www.cherryarts.org

Too much to do and too little staff? Hiring contractors brings needed expertise and manpower without increasing your payroll. Use of contractors has allowed the Cherry Creek Arts Festival to increase



revenues and more effectively utilize year-round staff. This session covers the pros and cons of contractors, where to find them, what to look for and how to make sure they have your best interests at heart.





SGMP

DENVER'S TOP CHEES

Sandra Adams (not pictured) Grand Hyatt Denver

Thanawat Bates

Executive Sous Chef at The Brown Palace Hotel and Spa

Chris Casson

Divisional Chef at Shamrock Foods

Troy Guard

Owner/Chef of TAG Restaurant

Kristin Hutton, CMP (Moderator)

Director of Sales at Kevin Taylor Restaurant Group

From the restaurant world to off-premise catering, chefs are paramount in the success of an event, program, or even a marriage proposal!

Enjoy a morning discussion with four of Denver's Hottest Chefs! Troy Guard, owner and chef of TAG, Thanawat Bates, Executive Sous Chef at The Brown Palace Hotel and Spa, Chris Casson, Divisional Chef at Shamrock Foods, and Sandra Adams, Pastry Chef at the Grand Hyatt. Moderated by (NACE) Kristin Hutton, CMP, Director of Sales at Kevin Taylor Restaurant Group.









CATERING EXECUTIVES

Ask them questions on the industry, trends, how they have risen to the top or even... their hot buttons!

SOCIAL MEDIA STRATEGIES: TOP 10 TIPS FOR NON-TEKKIES AND NEWBIES ALIKE!

Laura Beniamin

President, Pinehurst Press Ltd Communication Strategies

www.laurabenjamin.com



Whether you've been tweeting, friending or blogging for years or just weeks, this fast-paced, practical, nuts-and-bolts session reveals 10 key strategies to achieve social media and search engine success. Social media is the biggest tidal wave to hit marketing and communication since the printing press! This is information you MUST know to enhance your existing social media efforts or prepare for the plunge into twitter, facebook and blogging.

11:30 AM - 1:30 PM - LUNCH Plaza Ballroom A - D



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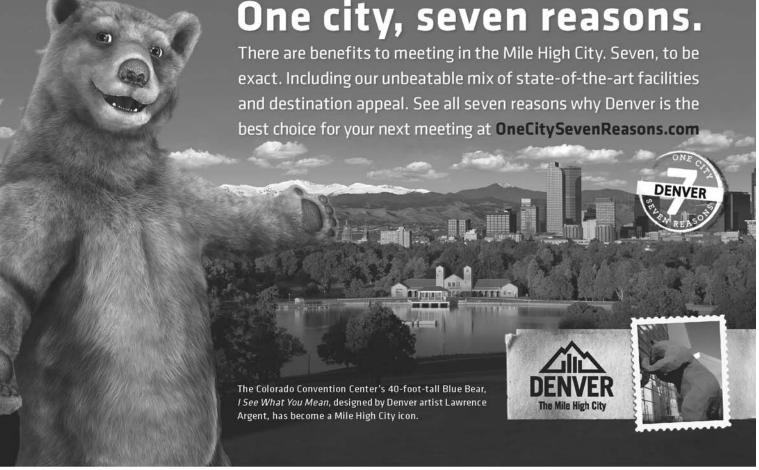
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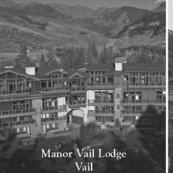
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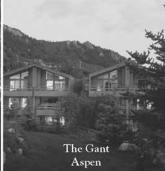
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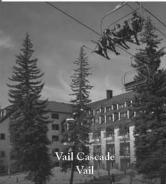
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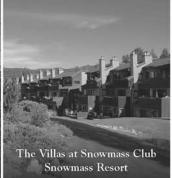
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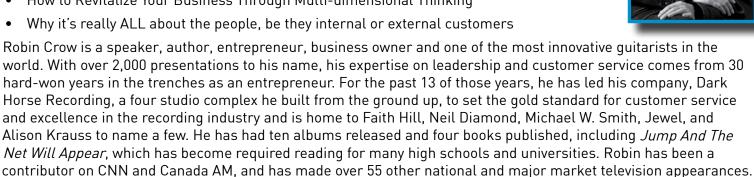
Please call or e-mail Megan Larsen at 303-302-4146 / megan.larsen@jqh.com

11:30 - 1:30 AM ~ LUNCH / KEYNOTE

THE POWER OF SERVICE - How TO PROVIDE CUSTOMER SERVICE THAT ROCKS! Robin Crow

The difference between businesses that thrive and ones that struggle to keep the doors open boils down to one thing... how well their customers are served. OK, we all know that. But the critical distinction is knowing how to expand your resources, maximize your efforts, and inspire your team to consistently put great service into practice. In this keynote, Robin presents vivid examples of how great companies (including his own, Dark Horse Recording) have applied these principles to achieve sustained success.

• How to Revitalize Your Business Through Multi-dimensional Thinking



Robin lives in Franklin, TN and serves on the boards of several organizations. He loves spending time enjoying some of his greatest passions – hanging out with his four children, throwing large barbecues for his studio clients and friends, and spending as much time as possible in the Rocky Mountains.

WWW.ROBINCROW.COM

The luncheon is emceed by MIC co-founder and NSA Colorado Member Scott Friedman, CSP

He is also a featured speaker for Nightingale Conant.



Scott Friedman, CSP, 2004-05 President of the National Speakers Association and co-founding member of MIC of Colorado, is the author of 2 books and co-author of 4 others. Scott's latest book.

"Punchlines, Pitfalls and Powerful Programs - Ten Surefire Ways of Adding Humor to Your Presentations," is the perfect resource for those looking to connect with their audience.... whoever that may be. Scott outlines effective methods for engaging and educating an audience through humor and storytelling.

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1:30 - 3:30 PM TRADE SHOW
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Suppliers not exhibiting welcome on the Trade Show floor during the Closing Reception at 4:45

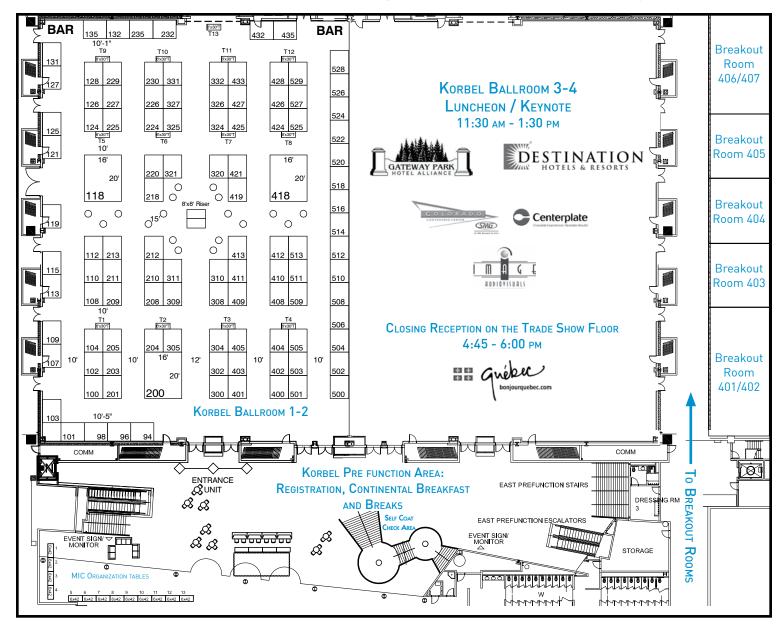
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327	Adams Mystery Playhouse	2406 Federal Blvd.	Denver, CO 80211	Marne Cuellar	303-455-1848	marne@marne-interactive.com
230	Aspen Groups, Aspen Chamber Resort Asso		Aspen, CO 81611	Sarah Reynolds	970-920-7175	sreynolds@aspenchamber.org
				•		, ,
203	Associated Luxury Hotels/Grand America Ho		Denver, CO 80210	Bill Light CMP	303-756-9466	blight@alhi.com
500	Austin Convention and Visitors Bureau	301 Congress Suite 200	Austin, TX 78701	Lindsey Elliott	512-583-7261	lelliott@austintexas.org
	Austin Convention Center Department	500 East Cesar Chavez	Austin, TX 78701	VJ Barre CMP	512-404-4214	vj.barre@ci.austin.tx.us
115	Beaver Run Resort & Conference Center-Br	eckenridge Denver Group Sale	s Office 316 Parkway Circle No	rth Fossil Creek, CO 805	525-3874 Harry Damm	303-791-2888 skimeet@aol.com
527	Billings Montana CVB	815 S 27th Street	Billings, MT 59101	Tom Krause	406-869-3731	tom@billingschamber.com
518	Boise Centre	850 W. Front Street	Boise, ID 83702	Lori Brown	208-489-3664	lbrown@boisecentre.com
108	Breckenridge Hospitality	PO Box 8329		Tutti Tischler CMP	970-547-5546	ttischler@vailresorts.com
	. ,		Breckenridge, CO 80424			
104	Breckenridge Resort Chamber	P.O. Box 1909 111 Ski Hill Roa	-	Donna Horii	970-453-5068	dhorii@gobreck.com
	Breckenridge Resort Chamber	P.O. Box 1909 111 Ski HIll Roa	d Breckenridge, CO 80424	Stacy Long	970 453-5068	slong@gobreck.com
321	Brede Exposition Services	5140 Colorado Blvd.	Denver, CO 80216	Ansley Seymour	303-399-8600	aseymour@brede.com
113	Buena Vista Palace Hotel & Spa	1900 Buena Vista Drive	Lake Buena Vista, FL 32830	Joni Smith CHSP	407-827-6070	josmith@luxuryresorts.com
119	Centerplate	700 14th Street	Denver, CO 80202	Erin Mindenhall	303-228-8050 ext 88081	erin.mindenhall@centerplate.com
225	Cheyenne Mountain Resort	3225 Broadmoor Valley Road		Rowland Cheeks	719-538-4015	rcheeks@benchmarkmanagement.com
	•	•	, .			•
T9	Christian Meetings & Conventions Association		Westminster, CO 80035	Jayne Kuryluk	303-451-6678	jayne@christianmeeting.org
T5	Colorado Festivals and Events Association (C		Littleton, CO 80127	Lora Knowlton	303-904-1521	lora@coloradofestival.com
220	Colorado Meetings + Events Magazine	17401 E. Powers Drive	Centennial, CO 80015	Bob Haddad	303-617-0548	bob.haddad@tigeroak.com
T2	Colorado Society Of Association Executives	2170 S. Parker Road, Suite 26	5 Denver, CO 80231	Joan Tezak CAE, CMP	303-368-9090	joant@csaenet.org
503	Colorado Springs CVB	515 S. Cascade	Colorado Springs, CO 80903	Katherine Reak	719-685-7632	kathy@visitcos.com
103	Crested Butte Mountain Resort	PO Box 5700 12 Snowmass Ro	oad Mt. Crested Butte, CO 812	25 Allison Grassetti CMP	970-453-2605	agrassetti@cbmr.com
						J
211	Crowne Plaza Colorado Springs	2886 South Circle Drive	Colorado Springs, CO 80906	Mark Richardson	719- 576-5900	mrichardson@hhgcos.com
210	Crowne Plaza Denver International Airport	15500 East 40th Avenue	Denver, CO 80239	Deena James	303-302-4146	megan.larsen@jqh.com
128	Dave & Busters/Denver/Westminster	10667 Westminster	Westminster, CO 80020	Jean Bax	303-438-1500	jean_bax@daveandbusters.com
326	Denver Marriott South at Park Meadows	10345 Park Meadows Drive	Littleton, CO 80124	Kerri Pinkney	303-728-5942	kerri.pinkney@denvermarriottsouth.com
412	Denver Merchandise Mart	451 E. 58th Avenue Suite 4270	Denver CO 80216	Ken Williams	303-292-6278 ext 5210	ken@denvermart.com
300	Destination Hotels & Resorts	10333 E. Dry Creek Road Suite	•	Amanda Wessel	303-268-6874	awessel@destinationhotels.com
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413	Destination Quebec - Tourism Quebec	333 W. North Avenue, PMB 38	•	Annemarie Heidbuechel		qcah@aol.com
100	Disney Resort Destinations	1150 West Magic Way	Anaheim, CA 92802	Deborah Emerick CMP	714-956-6515	deborah.l.emerick@disney.com
308 8	& 310 Embassy Suites Denver Downtown Cor	nvention Center 1420 Stout Str	eet Denver, CO 80202	Judy Esterbrook	720-587-6930	judy.esterbrook@wcghotels.com
	Embassy Suites Denver - Southeast	7525 East Hampden Avenue	Denver, CO 80231	Paul Aguiar	303-696-6644	Paul.Aguiar@wcghotels.com
	Embassy Suites Colorado Springs	7290 Commerce Center Drive		Dusti Butaud	719-599-9100	Dusti.Butaud@wcghotels.com
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	Estes Park Conference Center	P.O. Box 1200	Estes Park, CO 80517	Tom Pickering	970-214-9227	tpickering@estes.org
435	Estes Park Convention & Visitors Bureau	• •	D. Box 4426 Estes Park, CO 80	•	970-577-9900 ext 226	klynch@estes.org
201	Fairmont, Raffles, Swissotel	212 26th Street	Santa Momica, CA 90402	Faith Ann Peterson	310-451-4127	faith.peterson@frhi.com
520	Fargo-Moorhead CVB	2001 44th Street	Fargo, ND 58103	Teri Onsgard	701-365-4560	teri@fargomoorhead.org
512	Fort Collins Convention & Visitor Bureau	19 Old Town Square Suite 137	Fort Collins, CO 80524	Tyler James	970-232-3845	tjames@ftcollins.com
	Four Seasons Hotel Denver and Four Season	· ·		Amy Prince	303-389-3126	amy.prince@fourseasons.com
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421	Freeman	4493 Florence Street	Denver, CO 80238	Michelle Burns	303-320-5118	michelle.burns@freemanco.com
403	Fun Productions, Inc.	1660 Jasper Street Suite G &		Dawn Abbott	303-344-8899	dawn@funproductions.com
232	Garbanzo Mediterranean Grill	6950 S. Tucson Way Suite G	Centennial, CO 80112	Devon Herron	303-725-0578	devon.herron@eatgarbanzo.com
212	Gateway Park Hotel Alliance / Crowne Plaza	Denver Airport 15500 E. 45th	Avenue Denver, CO 80239	Megan Larsen	303-302-4146	megan.larsen@jqh.com
	Gateway Park Hotel Alliance / aloft	16470 E. 40th Circle	Aurora, CO 80011	Betty Osbourne	303.371.9500 I	brenda.osborne@aloftdenverairport.com
	Gateway Park Hotel Alliance / Cambria Suite		Aurora, CO 80011	Jane Bessert	303.576.9600	jane@newvisionhotels.com
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	Gateway Park Hotel Alliance / Country Inn &	•	•	Christine Manoliu	303.375.3203	camanoliu@sandcompanies.com
	Gateway Park Hotel Alliance / Hilton Garden	Inn Denver Airport 16475 Eas	t 40th Circle Aurora, CO 80011	Keri Thompson	303.226.5002	keri_thompson@hilton.com
	Gateway Park Hotel Alliance / Homewood Su	uites by Hilton DIA 4210 Airpor	t Way Denver, CO 80239	Sandy Montano	303.371.4555	sandy.montano@hilton.com
	Gateway Park Hotel Alliance / Hyatt Place	16250 East 40th Avenue	Aurora, CO 80011	Susi Keating	303.371.0700	susi.keating@hyatt.com
	Gateway Park Hotel Alliance / Marriott Denv		Aurora CO 80011	Carly Hayden CMP, CGM	P 303.371.4333	carly.hayden@diamarriott.com
	Gateway Park Hotel Alliance / Residence Inn	'	·		303.459.8000	ridos@sbcos.com
	•			O COULT DELLY GIDSOII		Huosiusucos.com
	Gateway Park Hotel Alliance / Sleep Inn	15900 E. 40th Avenue	Aurora, CO 80011		303.371.0700	
309	Gaylord Hotels	82 Kolar Court	Erie, CO 80516	Dave Rayment	303-828-8958	drayment@gaylordhotels.com
107	Golden Hotel, The	800 Eleventh Street	Golden, CO 80401	Billie Lynn Scherf	303-215-4145	bscherf@thegoldenhotel.com
509.	511 & 513 Grand Junction Visitor & Convent	tion Bureau 740 Horizon Drive	Grand Junction, CO 81506	Barbara Bowman	970-244-1480	barbarab@gjcity.org
	Great Cities	9535 E. Powers Place	Englewood, CO 80111	Pat Westcott CMP	303-386-4417	patwestcott@greatcities.us.com
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331	Greater Boston Convention & Visitors Burea		Boston, MA 02116	Erin Halacy	617-867-8248	ehalacy@bostonusa.com
T11	Greater Denver Chapter of the National Asso	ociation of Catering Executives	[NACE] 818 17th Street Denv	er, CO 80202 Sidney Stop	per 303-607-1230	sstoper@magnoliahotels.com
235	Hilton Garden Inn's Denver Downtown/ Cher	ry Creek 600 S. Colorado Blvd	. Denver, CO 80246	Jason Delp	303-262-8784	jason.delp@hilton.com
204	Hilton Santa Fe Golf Resort & Spa at Buffalo	Thunder 20 Buffalo Thunder 1	Frail Santa Fe, NM 87506	Katherine Ehlert CMP	505-819-2016	katherine.foxehlert@hilton.com
124	Holiday Inn's of Colorado	7390 West Hampden Avenue		Karen Davis	303-980-4283	karendavis@hilakewood.com
T13	•					todd@wellshireinn.com
	Hospitality Sales & Marketing Association In			•	303-759-3480	
311	Hyatt Regency Denver	650 15th Street	Denver, CO 80202	Monica Cheeks	303-486-4430	monica.cheeks@hyatt.com
126	Hyatt Regency Jacksonville Riverfront	225 East Coastline Drive	Jacksonville, FL 32202	Ryan Day	904-360-8678	ryan.day@hyatt.com
218	Image Audiovisuals, Inc.	2130 S. Dahlia Street	Denver, CO 80222	Scott Collinsworth	303-758-1818	scollinsworth@imageav.com
428	Indianapolis Convention & Visitors Association	on 200 South Capitol Avenue S	Suite 300 Indianapolis, IN 462	25 Nicole Perry CASE	317-262-8226	nperry@visitindy.com
	International Association of Exhibitions and	·	·	•	_ee Bryd 303-320-5	
		·	•		•	•
T8	International Special Events Society (ISES)		Denver, CO 80221	Kevin Kowalczyk	720-236-5558	kevin@giant-stepsconsulting.com
208	John Q. Hammons/Embassy Suites Loveland		• •			sharon.siedler@jqh.com
227	JW Marriott Denver	150 Clayton Lane	Denver, CO 80206	Breda McCambridge	303-253-3066 bree	da.mccambridge@jwmarriottdenver.com

2011 MEETINGS INDUSTRY COUNCIL (MIC) OF COLORADO LIST OF EXHIBITORS

	ZUII MEETINGS		***************************************			
Воотн	COMPANY	Address	CITY, STATE, ZIP	CONTACT	PHONE	E-MAIL
112	Keystone Resort & Conference Center	390 Interlocken Cresent Suite	e 1000 Broomfield, CO 80021	Susan Proffitt	303-404-6400	keystone@vailresorts.com
418	Krisam Group	142 East Ontario Street 12th	Floor Chicago, IL 60611	Dee Kirby	312-664-6600	dee_kirby@krisam.com
	•	142 East Ontario Street 12th	<u> </u>	Dawn Barbeau	312-664-6600	dee kirby@krisam.com
	Krisam Group/ Fiesta Americana Resorts an		•			jorge.hernandez@posadas.com
	Krisam Group/ Rancho Bernardo Inn, San Di				312-664-6600	irichter@jcresorts.com
	Krisam Group/Ocean Reef Club, Key Largo	•	•	Alexandra Rodriguez	312-664-6600	arodriques@oceanreef.com
	Krisam Group/Spring Creek Ranch, Jackson		•			lbaumgarner@springcreekranch.com
	· · ·	142 East Ontario Street 12th	·	Jeffery Kay	312-664-6600	jkay@lodgetorreypines.com
	Krisam Group/The Meritage Resort & Spa, 1		•		312-664-6600	pdunn@themeritageresort.com
	Krisam Group/Wyndham Rio Mar Beach Res	•	·		y 312-664-6600	lhagerty@wyndham.com
131	, ,		<u>.</u>		303-639-1624	tnavin@loewshotels.com
	Loews Denver Hotel	4150 E. Mississippi Avenue	Denver, CO 80246	Theresa Navin		
101	Madison Avenue Signs	9050 Red Branch Road Suite	·	Adam Priest	301-470-1500 ext 428	1 3 3
528	Meet Minneapolis		1300 Minneapolis, MN 55401	Nathan Hermiston	612-767-8132	nathanh@meetminneapolis.com
T4	Meeting Professionals International Rocky N	·				wklein@thepalm.com
125	Meetings Focus West	655 Montegormry	San Francisco, CA 94111	Kim Dye	415-788-8005	kim.dye@meetingsfocus.com
525	Monterey County CVB	765 Wave Street	Monterey, CA 93940	Lauren Siring CMP	831-657-6403	lauren@mccvb.org
T7	National Speakers Association/Colorado (NS			Shari Harley	303-863-0948	shari@shariharley.com
529	New Orleans Convention & Visitors Bureau	2020 St. Charles Avenue	New Orleans, LA 70130	Rebecca Landry	504-566-5057	rlandry@neworleanscvb.com
224	Omni Hotels & Resorts	410 Salem Street, #1	Glendale, CA 91203	Charina De la Cruz	818-396-5333	cdelacruz@omnihotels.com
514	Ontario Convention & Visitors Bureau	2000 E. Convention Center W	ay Ontario, CA 91764	Denise Daves	909-937-3006	ddaves@ontariocvb.com
T1	Professional Convention Management Associ	ciation (PCMA) 4155 E. Jewell	Avenue Suite 808 Denver, CO	80222 Bill Light	303-756-9466	blight@alhi.com
405	Proforma Imagery	6455 S. Dallas Court	Greenwood Village, CO 80111	Suzanne Hagen	720-489-5001	suzanne.hagen@proforma.com
502	Providence Warwick CVB/Newport CVB	144 Westminster Street	Providence, RI 02903	Kristen Goodnow	401-456-0236	kgoodnow@pwcvb.com
504	Puerto Rico Convention Bureau	PO Box 4668 # 73279 Suite 10	015 New York, NY 10163 - 4668	3 Jennifer Sena	201-766-5205	jsena@prcb.org
121	Qwest Center Omaha	455 North 10th Street	Omaha, NE 68102	Sean Olson CMP	402-599-6933	solson@qwestcenter.com
110	Renaissance Hotels	3801 Quebec Street	Denver, CO 80207	Raya Roll	303-336-5214	raya.roll@renaissance.com
305	Reno Tahoe USA	4001 S. Virginia Street Suite (Reno, NV 89502	Audrey Higashi	775-827-7613	ahigashi@rscva.com
T10	Rocky Mountain Business Travel Association	(RMBTA) 572 East Long Circ	le Littleton, CO 80122	Deborah Borak SMMC	720-283-3959	deborah.borak@conferencedirect.com
127	Rosen Hotels & Resorts	9700 International Drive	Orlando, FL 32819	Seth Richardson	407-996-1724	srichardson@rosenhotels.com
229	Sage Hospitality/Oxford Hotel	1600 17th Street	Denver, CO 80202	Amy Stansbery	303-628-5400	astansbery@theoxfordhotel.com
506	Salt Lake CVB/Snowbird Resort	90 South West Temple	Salt Lake City, UT 84109	Diane Utley	801-534-4937	dutley@visitsaltlake.com
	San Diego Convention & Visitors Bureau	2215 India Street	San Diego, CA 92101	Ernie Rossow	619-557-2817	erossow@sdcvb.org
	San Mateo County CVB	111 Anza Blvd.	Burlingame, CA 94010	Elaine Rothenhaus	650 348-7600	elaine@smccvb.com
	Scottsdale Convention & Visitors Bureau	4343 N. Scottsdale Road Suit	•	Mark Ahles	480-949-2163	mahles@scottsdalecvb.com
	Seaport Hotel & Seaport World Trade Center			John Lapusata	617-385-4353	john.lapusata@seaportboston.com
	Sheraton La Jolla Hotel	3299 Holiday Court	La Jolla, CA 92037	Mark Kuper	858-453-3303	mkuper@sheratonlj.com
	Shutters on the Beach	1 Pico Blvd	Santa Monica, CA 90405	Kevin Blackbeard	310-899-1609 ext 160	
	SMG/Colorado Convention Center		700 14th St. Denver, CO 80202		303-228-8091	jleslie@denverconvention.com
417	SMO/Cotor add Convention Center		700 14th St. Denver, 60 00202		303-220-0071	
/.nn 8	2. 501 Chaumaca Tauriam				070 022 2222	•
	\$ 501 Snowmass Tourism	PO Box 5566	Snowmass Village, CO 81615	Jim O'Leary	970-923-2232	joleary@snowmasstourism.com
T6	Society of Government Meeting Planners (SC	PO Box 5566 GMP) 501 South Cherry St, Ste	Snowmass Village, CO 81615 e 400 Denver, CO 80246	Jim O'Leary Mary Williams	303-782-5251	joleary@snowmasstourism.com mwilliams@nw.org
T6 508	Society of Government Meeting Planners (So Sonoma County Tourism Bureau	PO Box 5566 GMP) 501 South Cherry St, Ste 3637 Westwind Blvd.	Snowmass Village, CO 81615 400 Denver, CO 80246 Santa Rosa, CA 95403	Jim O'Leary Mary Williams Robin McKee-Cant CMP	303-782-5251 707-522-5803	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com
T6 508 Foyer	Society of Government Meeting Planners (SO Sonoma County Tourism Bureau rSound Images, Inc.	PO Box 5566 GMP) 501 South Cherry St, Ste 3637 Westwind Blvd. 2010 E. 17th Avenue	Snowmass Village, C0 81615 2 400 Denver, C0 80246 Santa Rosa, CA 95403 Denver, C0 80206	Jim O'Leary Mary Williams Robin McKee-Cant CMP Patricia McLaughlin	303-782-5251 707-522-5803 888-649-1118 ext 100	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com patti.mclaughlin@siattend.com
T6 508 Foyer 505	Society of Government Meeting Planners (SO Sonoma County Tourism Bureau rSound Images, Inc. Spokane Regional Convention & Visitors Bur	PO Box 5566 GMP) 501 South Cherry St, Ste 3637 Westwind Blvd. 2010 E. 17th Avenue reau 801 W. Riverside Suite 30	Snowmass Village, CO 81615 2 400 Denver, CO 80246 Santa Rosa, CA 95403 Denver, CO 80206 1 Spokane, WA 99201	Jim O'Leary Mary Williams Robin McKee-Cant CMP Patricia McLaughlin Charlotte Finnegan	303-782-5251 707-522-5803 888-649-1118 ext 100 509-624-1341	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com patti.mclaughlin@siattend.com agillespie@visitspokane.com
T6 508 Foyer 505 427	Society of Government Meeting Planners (SO Sonoma County Tourism Bureau rSound Images, Inc. Spokane Regional Convention & Visitors Bur Starwood Hotels & Resorts	PO Box 5566 GMP] 501 South Cherry St, Ste 3637 Westwind Blvd. 2010 E. 17th Avenue reau 801 W. Riverside Suite 30 1111 Westchester Avenue	Snowmass Village, CO 81615 400 Denver, CO 80246 Santa Rosa, CA 95403 Denver, CO 80206 1 Spokane, WA 99201 White Plains, NY 10604	Jim O'Leary Mary Williams Robin McKee-Cant CMP Patricia McLaughlin Charlotte Finnegan Loni Hanlon	303-782-5251 707-522-5803 888-649-1118 ext 100 509-624-1341 914-708-1000	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com patti.mclaughlin@siattend.com agillespie@visitspokane.com loni.hanlon@starwoodhotels.com
T6 508 Foyer 505 427 424	Society of Government Meeting Planners (SO Sonoma County Tourism Bureau rSound Images, Inc. Spokane Regional Convention & Visitors Bur Starwood Hotels & Resorts Starwood Hotels & Resorts	PO Box 5566 GMP] 501 South Cherry St, Ste 3637 Westwind Blvd. 2010 E. 17th Avenue reau 801 W. Riverside Suite 30 1111 Westchester Avenue 360 Union Boulevard	Snowmass Village, CO 81615 e 400 Denver, CO 80246 Santa Rosa, CA 95403 Denver, CO 80206 1 Spokane, WA 99201 White Plains, NY 10604 Lakewood, CO 80228	Jim O'Leary Mary Williams Robin McKee-Cant CMP Patricia McLaughlin Charlotte Finnegan Loni Hanlon Laurie Johnson	303-782-5251 707-522-5803 888-649-1118 ext 100 509-624-1341 914-708-1000 303-987-2000	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com) patti.mclaughlin@siattend.com agillespie@visitspokane.com loni.hanlon@starwoodhotels.com jennifer.williams@westinwestminster.com
T6 508 Foyer 505 427 424 426	Society of Government Meeting Planners (SO Sonoma County Tourism Bureau rSound Images, Inc. Spokane Regional Convention & Visitors Bur Starwood Hotels & Resorts Starwood Hotels & Resorts Starwood Hotels & Resorts	PO Box 5566 GMP] 501 South Cherry St, Ste 3637 Westwind Blvd. 2010 E. 17th Avenue reau 801 W. Riverside Suite 30 1111 Westchester Avenue 360 Union Boulevard 10600 Westminster Blvd	Snowmass Village, CO 81615 e 400 Denver, CO 80246 Santa Rosa, CA 95403 Denver, CO 80206 1 Spokane, WA 99201 White Plains, NY 10604 Lakewood, CO 80228 Westminster, CO 80020	Jim O'Leary Mary Williams Robin McKee-Cant CMP Patricia McLaughlin Charlotte Finnegan Loni Hanlon Laurie Johnson Jennifer Williams	303-782-5251 707-522-5803 888-649-1118 ext 100 509-624-1341 914-708-1000 303-987-2000 303-410-5067	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com patti.mclaughlin@siattend.com agillespie@visitspokane.com loni.hanlon@starwoodhotels.com jennifer.williams@westinwestminster.com jennifer.williams@westinwestminster.com
T6 508 Foyer 505 427 424 426 402	Society of Government Meeting Planners (SO Sonoma County Tourism Bureau rSound Images, Inc. Spokane Regional Convention & Visitors Bur Starwood Hotels & Resorts Starwood Hotels & Resorts Starwood Hotels & Resorts Starwood Hotels & Resorts SuperShuttle and ExeCucar	PO Box 5566 GMP] 501 South Cherry St, Ste 3637 Westwind Blvd. 2010 E. 17th Avenue reau 801 W. Riverside Suite 30 1111 Westchester Avenue 360 Union Boulevard 10600 Westminster Blvd 4605 Paris Street	Snowmass Village, CO 81615 2 400 Denver, CO 80246 Santa Rosa, CA 95403 Denver, CO 80206 1 Spokane, WA 99201 White Plains, NY 10604 Lakewood, CO 80228 Westminster, CO 80020 Denver, CO 80239	Jim O'Leary Mary Williams Robin McKee-Cant CMP Patricia McLaughlin Charlotte Finnegan Loni Hanlon Laurie Johnson Jennifer Williams Aaron Lackey	303-782-5251 707-522-5803 888-649-1118 ext 100 509-624-1341 914-708-1000 303-987-2000 303-410-5067 720-374-4165	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com patti.mclaughlin@siattend.com agillespie@visitspokane.com loni.hanlon@starwoodhotels.com jennifer.williams@westinwestminster.com jennifer.williams@westinwestminster.com aaron.lackey@veoliatransportation.com
T6 508 Foyer 505 427 424 426 402 132	Society of Government Meeting Planners (SO Sonoma County Tourism Bureau rSound Images, Inc. Spokane Regional Convention & Visitors Bureau Starwood Hotels & Resorts Table Mountain Inn	PO Box 5566 GMP] 501 South Cherry St, Ste 3637 Westwind Blvd. 2010 E. 17th Avenue reau 801 W. Riverside Suite 30 1111 Westchester Avenue 360 Union Boulevard 10600 Westminster Blvd 4605 Paris Street 1310 Washington Avenue	Snowmass Village, CO 81615 e 400 Denver, CO 80246 Santa Rosa, CA 95403 Denver, CO 80206 1 Spokane, WA 99201 White Plains, NY 10604 Lakewood, CO 80228 Westminster, CO 80020 Denver, CO 80239 Golden, CO 80401	Jim O'Leary Mary Williams Robin McKee-Cant CMP Patricia McLaughlin Charlotte Finnegan Loni Hanlon Laurie Johnson Jennifer Williams Aaron Lackey Lisa Lindgren	303-782-5251 707-522-5803 888-649-1118 ext 100 509-624-1341 914-708-1000 303-987-2000 303-410-5067 720-374-4165 303-277-9898	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com patti.mclaughlin@siattend.com agillespie@visitspokane.com loni.hanlon@starwoodhotels.com jennifer.williams@westinwestminster.com jennifer.williams@westinwestminster.com aaron.lackey@veoliatransportation.com lisa.lindgren@tablemountaininn.com
T6 508 Foyer 505 427 424 426 402 132 302	Society of Government Meeting Planners (SO Sonoma County Tourism Bureau rSound Images, Inc. Spokane Regional Convention & Visitors Bureau Starwood Hotels & Resorts Starwood Hotels & Resorts Starwood Hotels & Resorts Starwood Hotels & Resorts SuperShuttle and ExeCucar Table Mountain Inn Telluride Tourism Board	PO Box 5566 GMP] 501 South Cherry St, Ste 3637 Westwind Blvd. 2010 E. 17th Avenue reau 801 W. Riverside Suite 30 1111 Westchester Avenue 360 Union Boulevard 10600 Westminster Blvd 4605 Paris Street 1310 Washington Avenue 113 Lost Creek Lane Suite B	Snowmass Village, CO 81615 e 400 Denver, CO 80246 Santa Rosa, CA 95403 Denver, CO 80206 1 Spokane, WA 99201 White Plains, NY 10604 Lakewood, CO 80228 Westminster, CO 80020 Denver, CO 80239 Golden, CO 80401 Telluride, CO 81435	Jim O'Leary Mary Williams Robin McKee-Cant CMP Patricia McLaughlin Charlotte Finnegan Loni Hanlon Laurie Johnson Jennifer Williams Aaron Lackey Lisa Lindgren Emily Picarazzi	303-782-5251 707-522-5803 888-649-1118 ext 100 509-624-1341 914-708-1000 303-987-2000 303-410-5067 720-374-4165 303-277-9898 970-369-1177	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com patti.mclaughlin@siattend.com agillespie@visitspokane.com loni.hanlon@starwoodhotels.com jennifer.williams@westinwestminster.com jennifer.williams@westinwestminster.com aaron.lackey@veoliatransportation.com lisa.lindgren@tablemountaininn.com emily@visittelluride.com
T6 508 Foyer 505 427 424 426 402 132 302	Society of Government Meeting Planners (SO Sonoma County Tourism Bureau rSound Images, Inc. Spokane Regional Convention & Visitors Bureau Starwood Hotels & Resorts Table Mountain Inn	PO Box 5566 GMP] 501 South Cherry St, Ste 3637 Westwind Blvd. 2010 E. 17th Avenue reau 801 W. Riverside Suite 30 1111 Westchester Avenue 360 Union Boulevard 10600 Westminster Blvd 4605 Paris Street 1310 Washington Avenue	Snowmass Village, CO 81615 e 400 Denver, CO 80246 Santa Rosa, CA 95403 Denver, CO 80206 1 Spokane, WA 99201 White Plains, NY 10604 Lakewood, CO 80228 Westminster, CO 80020 Denver, CO 80239 Golden, CO 80401	Jim O'Leary Mary Williams Robin McKee-Cant CMP Patricia McLaughlin Charlotte Finnegan Loni Hanlon Laurie Johnson Jennifer Williams Aaron Lackey Lisa Lindgren Emily Picarazzi	303-782-5251 707-522-5803 888-649-1118 ext 100 509-624-1341 914-708-1000 303-987-2000 303-410-5067 720-374-4165 303-277-9898	joleary@snowmasstourism.com mwilliams@nw.org rmckee@sonomacounty.com patti.mclaughlin@siattend.com agillespie@visitspokane.com loni.hanlon@starwoodhotels.com jennifer.williams@westinwestminster.com jennifer.williams@westinwestminster.com aaron.lackey@veoliatransportation.com lisa.lindgren@tablemountaininn.com
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2011 MIC OF COLORADO TRADE SHOW FLOOR AND BREAKOUT ROOMS



8:30 - 9:45 AM

LEADERSHIP: WHAT IT IS, WHAT IT ISN'TKarl Mecklenburg - Room 401/02

"Hot Topics" from the Legal Arena: Finding the Middle Ground Bill Walters - Room 403

FLOW, FOOD, FORMULAS AND FUN;
BASICS IN SUCCESSFUL MEETING
LOGISTICS

Gary Schirmacher, CMP - Room 406/07

THE DISASTER EXPERIENCE - QUICK FIRE FOR MEETINGS & EVENT PLANNERS
Bob Mellinger, CBCV - Room 404

APEX AND SUSTAINABLE MEETINGS Lindsay Smith-Arell - Room 405

CONCURRENT BREAKOUT SESSIONS

10:00 - 11:15 AM

MEETINGS INDUSTRY: STATE OF THE ECONOMY

Kevin Iwamoto, GLP - Room 401/02

ETHICS AND TRUST: CRITICAL INGREDIENTS OF PERSONAL, PROFESSIONAL AND BUSINESS SUCCESS

Kevin O'Brien. - Room 404

USING CONTRACTORS FOR STAFF FUNCTIONS

Terry Adams - Room 405

DENVER'S TOP CHEFS

Sandra Adams, Thanawat Bates, Chris Casson and Troy Guard Moderated by Kristin Hutton, CMP -Room 403

SOCIAL MEDIA STRATEGIES

Laura Benjamin - Room 406/07

1:45 - 3:15 PM

Break Out Session for Suppliers not attending the Trade Show

Strategic Habits for Business Growth Dawn Abbott - Room 403 Mastering Magical Persuasion

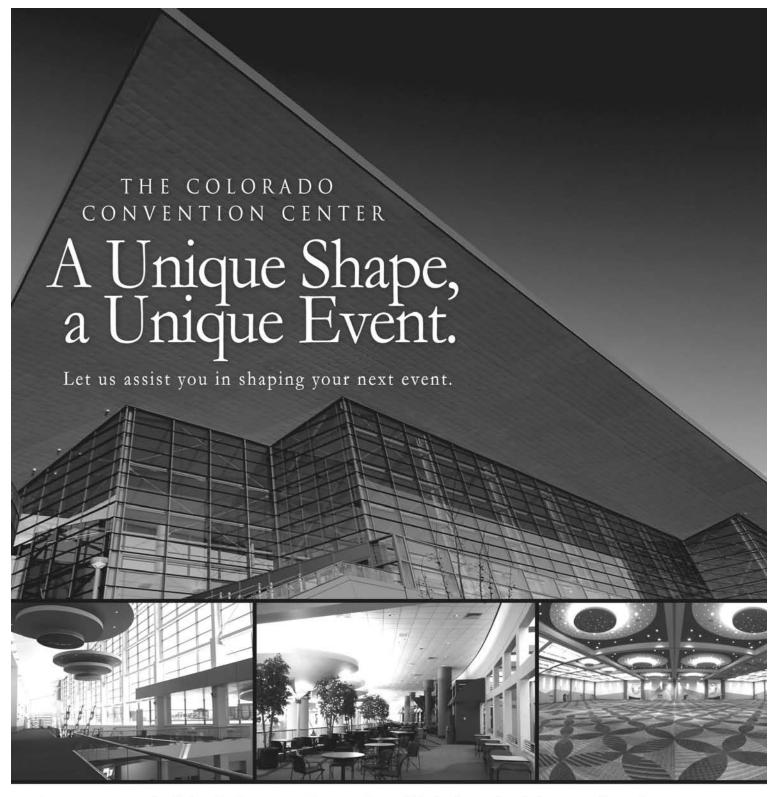
Traci Brown - Room 405

3:45 - 4:45 PM - POWER HOUR

Humor - The Upside of Down
Joe Malarkey® - Room 401/02

SKYROCKET EVENT ATTENDANCE WITH SOCIAL MEDIA MARKETING

Heather Lutze - Room 406/07



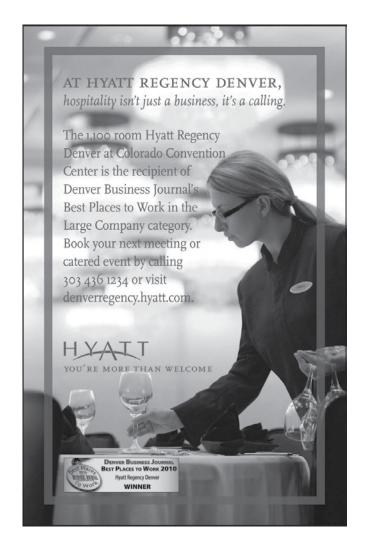
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The 10 best cities for business meetings -- and blowing off steam

Sarah Staples From Globe and Mail Published Monday, Jan. 03, 2011

THE PANEL:

AIRLINE CHIEFS - Robert Deluce is president and chief executive of Porter Airlines; Rafael Sánchez-Lozano is CEO of the Spanish airline Iberia.

FREQUENT FLIERS - Bay Street veteran Chyanne Fickes is vice-president of investments at Stone Asset Management; franchising expert Larry Carnell, of Marietta, Ga., delivers keynote addresses on the convention circuit with friends Suze Orman and Donald Trump; Brian Kelly leads campus recruiting for a large Wall Street investment bank and writes the popular blog, ThePointsGuy.com.

Don Jones, president of Exper!ence it, in Toronto, produces events for

Fortune 500 companies; Allen J. Sheinman is managing editor of Meetings & Conventions magazine.

BUSINESS TRAVEL PROS - Alice Marshall founded New York- and Los Angeles-based travel PR firm Alice Marshall Public Relations; Zane Kerby, senior vice-president of the National Business Travel Association, organizes several conventions and meetings a year; Francis Liu is president of one of Canada's largest specialist China agencies, Wonder International Travel in Montreal.

1. BEST OVER ALL: NEW YORK

2. BEST FOR CONVENTIONS: DENVER

The mile-high city is no longer a pit-stop en route to the slopes of Vail, says Zane Kerby, who has booked the NBTA's 40th annual convention there for 2011. Denver won him over for its central U.S. location and cheap flights into Denver International Airport, a hub for United Airlines and discounter Southwest Airlines. Most hotels, including a new Four Seasons, are within walking distance of the Colorado Convention Center. The Pepsi Center – nicknamed The Can – was the site of the 2008 National Democratic Convention.

TRIP TIP: Denver's travel taxes – a measure of accommodation, rental car and airport taxes – are some of the lowest in the U.S., according to an NBTA 2010 study Travel Taxes in the U.S: The Best and Worst Cities to Visit.

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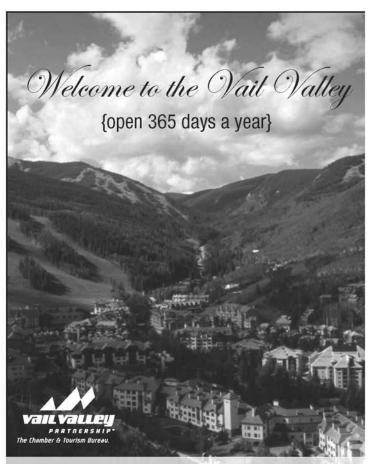
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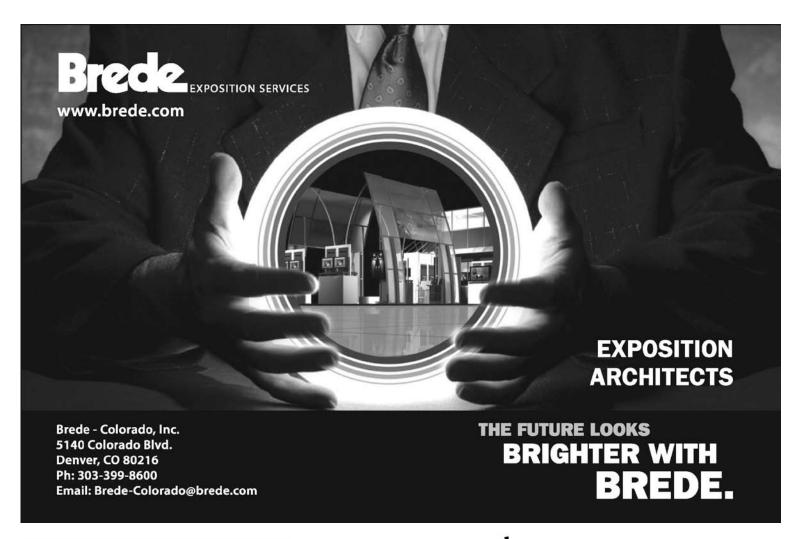
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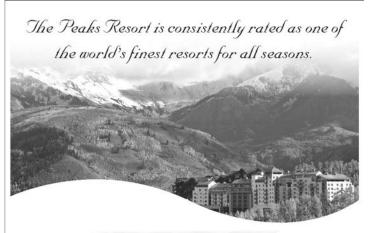
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Having experienced all that the Meetings **Industry Council of Colorado Educational** Conference and Trade Show has to offer, we look forward to seeing you next March for our 12th Annual Meeting. Please watch MIC's website for information about the date and location:

www.mic-colorado.org



Annual Educational Conference and Trade Show

1:45 - 3:15 PM Breakout Session for Suppliers

3:45 - 4:45 PM Power Hour (2)

STRATEGIC HABITS FOR BUSINESS GROWTH

Dawn Abbott

Co-founder/Co-owner of Fun Productions. Inc. and Colorado Teambuilding Events www.funproductions.com www.coloradoteambuildingevents.com



All businesses and departments within organizations are more successful through strategic planning. We will delve into how to create a strategic plan that lives, breathes, and guides your business into the action steps that reach your goals. We will discuss the elements of a successful strategic plan and the process of alignment throughout your organization. It is important to define your culture and develop the habits that lead to fulfilling your planned goals. It is time to stop putting out fires and start preventing them. Make this the year you start working on your business from a bird's eye view, instead of working in it from the trenches where you can't see past the chaos. This session is strategic planning for business 101.

MASTERING MAGICAL PERSUASION

Traci Brown

www.tracibrown.com

Your clients are always communicating with you. Do you know what they are saying?

You are always communicating with your clients. Do you know what message you are sending?



=HS!#Ai

It's true. You are unconsciously communicating all the time in any situation

- Interviewing
- Networking
- Sales Meetings
- Negotiations
- With Your Kids or Spouse

It's your responsibility to hear what others are telling you and then give them your message in the way they need to hear it. The end result is a person that's open to what's being said and easily influenced because deep unconscious needs are being met and objections are eliminated or bypassed.

This program is fun and includes lots of exercises. Participants will leave more flexible in their communication: seeing the world with new eyes and listening with new ears. These skills will assist you in the office and in personal life.

THE UPSIDE OF DOWN

Joe Malarkey®

Joe Malarkey Productions, Inc. www.joemalarkey.com

Joe Malarkey® is a member of the National Speakers Association "Speakers Hall of Fame". His "Choose to Lose" program has propelled him to television appearances ranging



from the prestigious "60 Minutes" to the embarrassing "To Tell the Truth." Successful Meetings Magazine listed Joe as one its Top Ten Speakers in America.

His new program "The Upside of Down" explores the opportunity concealed by the current economic adversity. Has there ever been a better time for a message about:

- Prevailing in difficult situations
- Maintaining a positive outlook
- Laughing instead of losing
- Trying one more time
- And trying one more time... again!

Joe humorously examines this brief window in time when we can remake our companies, our markets and ourselves.

SKYROCKET EVENT ATTENDANCE WITH SOCIAL MEDIA MARKETING: CREATE A "BEFORE, DURING, & AFTER" SOCIAL MEDIA ACTION PLAN TO BLOW ATTENDANCE THROUGH THE ROOF!



Heather Lutze

President, Findability Group www.findabilitygroup.com/

In this action packed session, event managers and support staff will learn how create an action plan that supports actively increasing attendance and create pre-event excitement. Learn how to "gift wrap" the event with BEFORE, DURING AND AFTER Social Media Marketing tactics to increase awareness, using technology for LIVE "during conference" feedback and follow-up for continued learning. This program will give you the following skills:

- How to Leverage YouTube Videos Invitations To Create Excitement and Increase Attendance
- How to use technology like Twitter Hashtags and live feeds at events for REAL TIME FEEDBACK
- Post Event Attendee Value with "after the event" Video Webinars for continued event value and learning
- How to work with Speakers to get their help in actively marketing your event for greater visibility

NETWORK FOR THE NEEDY LUNCHEON GETS NEW NAME

The annual Network for the Needy Luncheon, sponsored by the Meetings Industry Council of Colorado is getting a new name! On Tuesday, November 8, 2011, thirteen Colorado hospitality organizations will join forces again for the 18th annual luncheon to raise funds for Food Bank of the Rockies' Denver's Table program. Chefs from local hotels, restaurants and catering companies will put their best 'food' forward, tempting attendees with their appealing appetizers, exquisite entrées and delectable desserts. Local food critics and fellow chefs will award prizes in four categories (presentation, appetizer/salad, entrée, dessert) to the best entries.

Food Bank of the Rockies distributed over 25 million pounds of food to 1000 hunger-relief programs last year. Its Denver's Table program collects donations of prepared food from restaurants and caterers as well as perishable foods from local grocers and delivers it to agencies serving meals to the needy. Last year, agencies served more than one million meals to less fortunate children, seniors and families; food that otherwise would have been thrown away.

Last year, MIC presented nearly \$20,000 to the Food Bank of the Rockies.

Please join us at this year's MIC Educational Conference and Trade Show Luncheon on Wednesday, March 16th at the Colorado Convention Center for the unveiling of the new name – don't miss it! For more information, please visit our website at www.mic-colorado.org or contact Debbi Beldon, Co-Chair at debbi.beldon@experient-inc. com or via phone at 303/955-1399.

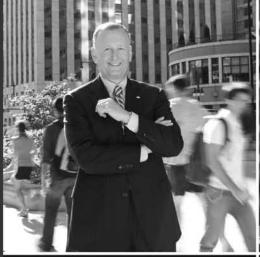




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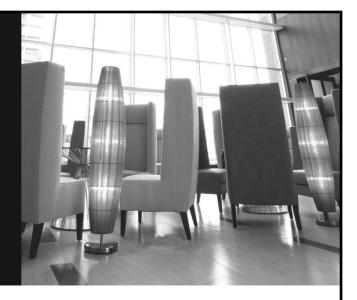
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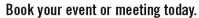
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Thank you for joining us today!

Once again, this year's Exhibit Booths sold out very early. Plan now for the 12th Annual MIC of Colorado Educational Conference and Trade Show!

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