



Monday, Nov 11

- 8:00am - 5:00pm Conference Registration
- 9:00am – 12:30pm Blueprint for Success University
Blueprint Mastery
Blueprint Sales University
- 12:30pm – 1:45pm Welcome Luncheon
- 1:45pm – 3:00pm Breakouts
A: Employee Hiring & Retention – Panel Discussion
Brian Paulson, Tyler Thompson, Vince Howard
B: How & When to Create a Payroll Department
Kelli Gift
- 3:00pm – 5:00pm Exhibitor Set-Up
- 3:00pm – 3:15pm Session Break/Load Bus to Office Visit
- 3:15pm – 5:30pm Office Visit
Business Accounting Services – Steve & Carol Ford
- 6:00pm – 7:00pm New & Prospective Member Reception
*Board Members, New & Prospective Members,
Blueprint University & Mastery Instructors*



Tuesday, Nov 12

8:00am – 9:00am	Breakfast
9:00am – 10:30am	10 Secrets to Achieving Success in Small Business <i>Ed Hastreiter</i>
10:30am – 10:45am	Session Break/Exhibitor Showcase
10:45am – 12:15pm	10 Secrets to Achieving Success in Small Business <i>Ed Hastreiter</i>
12:15pm – 1:45pm	Luncheon
1:00pm – 1:30pm	Sponsor Demonstrations - <i>TBD</i>
1:45pm – 3:00pm	Breakouts A: Payroll Service Bureau Mechanics: Tax Services, Direct Deposits & Staffing <i>Kelli Gift</i> B: The Cloud – Why? <i>Matt Patrick</i> C: Stuck in Neutral – Panel Discussion <i>Gary Haworth, Tom Bowman, Steve Gift</i>
3:00pm – 3:15pm	Session Break/Exhibitor Showcase
3:15pm - 4:30pm	Breakout Sessions A: Payroll Service Bureau Mechanics: Payroll Entry, Delivery & Miscellaneous Items <i>Kelli Gift</i> B: Digital Office Processes <i>Charles Tzinberg & Donna Bordeaux</i> C: Monitoring Production <i>Bill Kangas & Frank Fiore</i>
5:00pm - 6:30pm	Association Reception & Exhibit Showcase



Wednesday, Nov 13

8:00am - 9:00am	Breakfast
8:00am - 9:00am	Past Presidents' Breakfast
9:00am - 10:20am	Practice Size Breakouts & All Blueprint Sessions
10:20am - 10:40am	Session Break/Exhibitor Showcase
10:40am - 12:00pm	Practice Size Breakouts & All Blueprint Sessions
12:00pm - 1:30pm	Luncheon
12:45pm – 1:15pm	Sponsor Demonstrations - <i>TBD</i>
1:30pm - 2:50pm	Practice Size Breakouts & All Blueprint Sessions
2:50pm - 3:10pm	Session Break/Exhibitor Showcase
3:10pm - 4:30pm	Practice Size Breakouts & All Blueprint Sessions
6:00pm - 10:00pm	PASBA Casino Night at STATS – Downtown Atlanta

MODERATORS

Large Practice – Nathan Brim

Medium Practice – Steve Simons

Small Practice – John Drawdy

*Practice Size Discussion Guidelines

All members are welcome to attend the next practice size discussion group up from their own as an observer. You will not be permitted to add topics to the discussion board and we ask that you respect the process of each group. Please direct any questions to Shelley or Jordan.



Thursday, Nov 14

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| 7:30am – 9:00am | Board Breakfast Meeting |
| 8:00am - 9:00am | Farewell Breakfast |
| 9:00am – 10:15am | Creating Raving Fans Through Legendary Service
<i>Vicki Halsey – The Ken Blanchard Companies</i> |
| 10:15am – 10:30am | Session Break/Exhibitor Showcase |
| 10:30am – 11:45am | Creating Raving Fans Through Legendary Service
<i>Vicki Halsey – The Ken Blanchard Companies</i> |
| 11:45am – 12:00pm | Meeting Wrap-Up/Spring Conference Suggestions
<i>Matt Patrick & Brian Paulson</i> |
| 12:00pm – 1:00pm | Boxed Lunch – Sit Down or To Go |