CONVENTION SCHEDULE

Thursday, September 22nd, 2016

12:00 noon–6:00pm
Registration–Heaven Section Lobby
Welcome to IRTA’s 37th Annual International Convention! Please let the IRTA and UC registration desk know you have arrived and pick up your complete information package and convention goodies!

3:00pm–6:00pm
Registered Trade Broker (RTB) & Certified Trade Broker (CTB) Training
Decca 3 & 4.

7:00pm–8:30pm
WELCOME RECEPTION - Palm Terrace
Always one of the highlights of the IRTA convention, the Welcome Reception is an event to meet and greet, make new friends, catch–up with old friends.

Sponsored by

2016 Convention Host Sponsor

Platinum Sponsor

Palladium Sponsor

Technology Sponsor

Gold Sponsor

Silver Sponsor

Rhodium Sponsor

Bronze Sponsor
Friday, September 23rd, 2016

7:00am–10:00am
Registration Continues in the Heaven Section Lobby

If you didn’t get a chance to register last night, be sure to stop by the registration table for all your conference materials. You’ll need these to navigate your way through the conference agenda. Sorry, only one per 1 person–so hold on tight!

7:30am–8:30am
Breakfast

OFFICIAL CONVENTION OPENING

8:45am–9:00am
Welcome Remarks by Annette Riggs, IRTA President and Ron Whitney, IRTA Executive Director - Introduction of the Keynote Speaker

9:00am–10:30am
Opening Kick–Off With Keynote Speaker
Decca #2

Dan Lok, TEDx speaker, international best-selling author & champion of organized barter systems shows you “How to Thrive & Prosper in the Age of Disruption.”

10:30am
30 Minute Break

11:00am–12:00pm
IRTA Annual Business Meeting–Decca #2

Update on issues facing IRTA, 2016 goals, review of IRTA and UC finances, new programs/initiatives and nominations for IRTA Global Board of Director seats.

12:15pm–1:15pm
LUNCH

1:30pm–2:45pm
Afternoon Seminars:

Session Option #1:
Model Membership Contract Review
Decca #2

The times have changed and exchanges
need to stay current with the latest industry issues that effect what should be included, and not included in your membership agreements.

Panelists: Ron Whitney, Annette Riggs & Carl Steinbrenner

1:30pm–2:45pm

Session Option #2:

Hybrid Brokering
Decca #3 & #4

Teach/show your brokers how to include prospecting and sales in their work. Land bigger accounts and provide better/bigger trade opportunities for your members.

Panelists: Patty Weston, UC International Broker and Michelle Carlson & Anthony Wells, Saturn Barter Company

2:45–3:00pm

Break

3:00pm–4:15pm

Session Option #1:

Selling with LinkedIn
Decca #2

This session was the #1 hit seminar from last year’s Cabo convention. Listen and learn from Paul Bolte how you can increase your sales beyond your goals!

3:00pm–4:15pm

Session Option #2:

There is no late second session–go to Paul Bolte’s LinkedIn seminar! It is that good!

4:15–7:00pm

FREE TIME UNTIL DINNER

7:00pm–9:00pm

Friday Night Buffet Dinner
The Terrace on the Beach!

(If it’s too hot we’ll be inside!)

NOTE: New IRTA Board of Director’s Nomination Speeches will take place at 7:30pm and the voting for new board directors will follow the speeches.
8:00am–9:00am  Breakfast

9:00am–11:00am  Unleash Your Strengths with Gallup Clifton Strengths Workshop

Facilitated by Keely (Whitmer) Merritt

The Clifton Strengths Finder assessment was developed through over 50 years of research on positive psychology and how the most successful people in the world naturally think, feel, and behave. In this workshop you will learn how a strengths-based approach can improve your success as well as your employee’s engagement, success, and happiness. Come learn what makes you and your staff tick!

Interactive Hot Topics Discussion
Decca #2

11:15am–12:15pm  Another convention favorite! Tell us what is on your mind–what are the issues that you need help with? How do we make our industry better and get the good word out to the world more effectively?

Moderators: Scott Whitmer and Ron Whitney

LUNCH
(Note: UC Committee Meeting Will Take Place During Lunch)

12:15pm–1:45pm  RTB/CTB Testing–Board Room

2:00pm–3:30pm  Session Option #1:

UC Growth Strategies–Interactive Session
Decca # 2

UC is doing 1 million of transactions a month–but we can do better! Tell us how we can improve UC and make it even better than it is!

Panelists: Ron Whitney & Patty Weston

Session Option #2:

1:30pm–2:45pm  Hacking the Barter Exchange Business Model - Open Discussion
Decca #3 & #4

Moderators: Annette Riggs & Chong Kee Tan

A short presentation and open discussion on how to extend our business model to address...
new opportunities and threats.

2:45pm–3:00pm

Break

3:00pm–4:15pm

Session Option #1:
Selling To Millennials & Other Ways to Stay Current
Decca #2

The world is changing fast and we need to keep up with it! This session covers ways to stay current and position your company to succeed.

Panelists: Paul Bolte, Trevor Dietz, Kent Johnson & Kevin Brown

3:00pm–4:15pm

Session Option #2:
Latest Technology
Decca #3 & #4

Tech experts discuss the latest developments that impact our industry.

Panelists: Representatives from VBarter, BPS Technologies & others

4:15pm–7:00pm

Free time to enjoy the Hard Rock Hotel!

4:30pm–6:00pm

IRTA Board Meeting
with new board members
Board Room

7:00pm

Cocktail Reception on the Beach!
(If it's too hot or rain, we'll be inside at Decca #2)

7:45pm–11:00pm

IRTA Awards Banquet on the Beach
Alternatively at Decca #2

The Awards Dinner is the perfect event to honor top performers in the Barter Industry. Have a ball and dance the night away!

Sponsored by

Sunday, September 25th, 2016
Check-out from the Hard Rock Hotel

There are no activities scheduled for this day–have a safe trip home!!!