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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.

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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:

1:30pm to 2:45pm

Session Option #1:

Model Membership Contract Review

Decca #2

The times have changed and exchanges



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1:30pm–2:45pm

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

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.



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Saturday, September 24th, 2016

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 employees' 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:

1:30pm–2:45pm

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



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2:45pm–3:00pm

3:00pm–4:15pm

3:00pm–4:15pm

4:15pm–7:00pm

4:30pm–6:00pm

7:00pm

7:45pm–11:00pm

new opportunities and threats .

Break

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

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

Free time to enjoy the Hard Rock Hotel!

IRTA Board Meeting with new board members

Board Room

Cocktail Reception on the Beach!

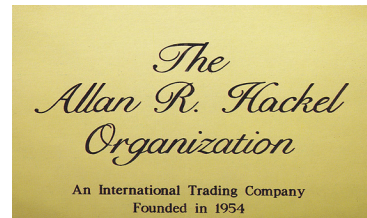
(If its too hot or rain, we'll be inside at Decca #2)

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!

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Sunday, September 25th, 2016

Check-out from the Hard Rock Hotel

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