



2017 Convention Host Sponsor



Platinum Sponsor



Technology Sponsor



Gold Sponsor



Silver Sponsor



Bronze Sponsor



Welcome Sponsor



Friday Dinner Sponsor



Awards Dinner Sponsor



CONVENTION SCHEDULE

Thursday, September 14, 2017

9:30AM – 12:30PM

IRTA Global Board of Directors Meeting
Salón Guadalajara

Please note that this is not the annual membership meeting, which will take place on Friday morning at 11:00AM.

1:00PM – 2:00PM

IRTA Euro/Asia Meeting for all Members
Salón Guadalajara

European & Asian trade exchanges are encouraged to attend and participate at this meeting.

Noon - 6:00PM

Convention Registration
Salón Querétaro

Welcome to IRTA's 38th Annual International Convention! Let us know you have arrived and pick up all the information you need.

3:00PM – 6:00PM

Registered Trade Broker (RTB) & Certified Trade Broker (CTB) Training
Salón Guadalajara

6:00PM-7:30PM

Welcome Reception
V.I.P. Lounge

Sponsored by:
Community Connect Trade Association

Always one of the highlights of the IRTA convention, the Welcome Reception is an event to meet and greet, make new friends and catch-up with old friends!



2017 Convention Host Sponsor



Platinum Sponsor



Technology Sponsor



Gold Sponsor



Silver Sponsor



Bronze Sponsor



Welcome Sponsor



Friday Dinner Sponsor



Awards Dinner Sponsor

7:30AM – 8:45AM

7:30AM – 8:30AM

9:00AM - 9:15AM

9:15AM – 10:30AM

10:30AM – 11:00AM

11:00AM – 12:00PM

12:15PM – 1:15PM

1:30PM – 2:45PM

Friday, September 15, 2017

Registration Continues in the Hotel

Salón Querétaro

If you didn't get a chance to register last night, be sure you see Patty Weston before 9:00am for your convention materials. You'll need these to navigate your way through the convention agenda. Sorry, only one per 1 person – so hold on tight!

Breakfast

Official Convention Opening

Salón Yucatan

Welcome remarks from IRTA's Chairman of the Board & convention Platinum Sponsor, John Strabely, and Ron Whitney, IRTA's President & CEO.

Opening Kick-Off with Keynote Speaker, Jonathan Weaver

Salón Yucatan

Jonathan Weaver is a 20-year champion of the barter industry and renown business authority. His energetic speech titled, "Your Barter Business is Good – Are You Good Enough To Make It Better?" will fill you with new ideas on how to grow your business.

30 Minute Break

IRTA Annual Business Meeting

Salón Yucatan

Update on IRTA and UC finances and goals for 2017/18. Nominations for IRTA Global Board of Director seats.

Lunch

Afternoon Seminars

How To Use The Zoom Web Conferencing & Yammer Communication Systems to Improve Your Team's Performance – By Paul Bolte, President & CEO, BC/USA

Salón Yucatan

Paul Bolte's skills with internet technology are legendary and one of the big hits of every IRTA convention. Learn how to use the latest high-tech software platforms that will result in a more efficient and successful business experience for your clients and employees!



2017 Convention Host Sponsor



Platinum Sponsor



Technology Sponsor



Gold Sponsor



Silver Sponsor



Bronze Sponsor



Welcome Sponsor



Friday Dinner Sponsor



Awards Dinner Sponsor

2:45PM – 3:00PM

Break

3:00PM – 4:15PM

Option #1:

The Relevancy of Cryptocurrency & Blockchain Technologies to Our Industry
Salón Yucatan

Everyone is confused by the growth of cryptocurrencies and blockchain technologies and the effect they have on our industry. This seminar will clarify the delineations between cryptocurrencies and trade dollars and attempt to chart the future as they relate to the barter industry.

Panelists: Annette Riggs & Ron Whitney

Option #2:

Brokering Seminar & Trade-Out
Salón Merida

Learn from the best brokers in the business. New, creative techniques that result in increased trading. Bring your best UC offering ideas to sell.

Panelist: Patty Weston, UC International Broker

Free Time Until Dinner

Dinner at Dos Lunas Italian Restaurant – Includes Board Nomination Speeches!
Please arrive on-time – due to board speeches

**Sponsored by
Universal Currency**

Saturday, September 16, 2017

Breakfast

8:00AM – 9:00AM

Fred Detwiler, President, TradeFirst, Inc.
Growing Your Exchange in an Ever-Changing Environment
Salón Yucatan

9:15AM – 10:30AM

Learn how to keep your company current and how to pivot your operations to succeed in a constantly changing business world.

Break

10:30AM – 11:00AM

RTB/CTB Testing
Salón Guadalajara

11:00AM – 12:30PM



2017 Convention Host Sponsor



Platinum Sponsor



Technology Sponsor



Gold Sponsor



Silver Sponsor



Bronze Sponsor



Welcome Sponsor



Friday Dinner Sponsor



Awards Dinner Sponsor

11:00AM – 12:15PM

Interactive Hot Topics Round Table

Salón Yucatan

Another convention favorite – ask the experts what’s on your mind – what issues are you facing today? How do we make our industry better and more responsive to our member’s needs? Anything and everything is on the table!

12:15PM – 1:15PM

LUNCH

NOTE: The UC Committee meeting will take place during lunch)

1:30PM – 2:45PM

Afternoon Seminars

Option #1:

Understanding IRTA’s Assets & Liabilities Advisory Memo and the Model Contract.

Salón Yucatan

A thorough review of what constitutes assets and liabilities of the managing exchange vs. the exchange members. Plus, a review of the model membership contract.

Panelists: Mary Ellen Rosinski and Ron Whitney

Option #2:

UC Growth Strategies

Salón Merida

UC is setting trading records virtually every month – but there still is more we can do to make UC better. Give your input and insight on how to improve UC!

Panelists: Scott Whitmer & Patty Weston

2:45PM – 3:00PM

Break

3:00PM – 4:15PM

How to Sell Without Being Face-to-Face & Prospecting for New Sales Appointments

Salón Yucatan

Selling is still the life-blood of a successful exchange. Learn the latest techniques to improve your sales results.

Panelists: Paul Bolte, Kent Johnson and John Attridge

4:15PM – 7:00PM

Free Time Until the Awards Dinner



2017 Convention Host Sponsor



Platinum Sponsor



Technology Sponsor



Gold Sponsor



Silver Sponsor



Bronze Sponsor



Welcome Sponsor



Friday Dinner Sponsor



Awards Dinner Sponsor

4:30PM – 6:00PM

IRTA Board Meeting, with New Board Members

Salón Guadalajara

7:00PM

Cocktail Reception at The Ibiza Terrace – Semi-Formal

7:45PM – 10:00PM

IRTA Awards Banquet at The Ibiza Terrace – Semi-Formal

**Sponsored by
Allan R. Hackel Organization**

A night to recognize, reward and celebrate the impressive efforts made by so many professionals towards the advancement of the barter industry. Join us to celebrate the outstanding accomplishments of your peers!

Sunday, September 17, 2017

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