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

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!
Friday, September 15, 2017

7:30AM – 8:45AM
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!

7:30AM – 8:30AM
Breakfast

9:00AM - 9:15AM
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.

9:15AM – 10:30AM
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.

10:30AM – 11:00AM
30 Minute Break

11:00AM – 12:00PM
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.

12:15PM – 1:15PM
Lunch

1:30PM – 2:45PM
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!
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

Break

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

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

Break

RTB/CTB Testing
Salón Guadalajara
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!!!