



BUSINESS PLANNING CONFERENCE

THE FUTURE IS HERE

SEPTEMBER 12-13, 2018 | HILTON ROSEMONT/CHICAGO O'HARE

PRESENTED BY MHEDA & MHI

Designed for Material Handling Leaders and Key Team Members who want to move their organization forward with strategic planning, economic insight and business tools.



2018 BUSINESS PLANNING CONFERENCE

THE FUTURE IS HERE

SEPTEMBER 12-13, 2018

What's next for your material handling organization? Are you planning for the future, or waiting for it to show up on your doorstep....because the future is here.

MHEDA & MHI are proud to present the 2018 Business Planning Conference. This is your opportunity to participate in a facilitated strategic planning session where you will roll-up your sleeves and work on your organization's business plan; gain management tools and define your short and long-term goals.

You will also stretch your minds with roundtable discussions on industry trends, hear advice on how to improve your culture, uncover a process for succession planning, enhance your leadership skills and so much more! Plan for a successful future by registering TODAY for this interactive and powerful industry conference.

WHERE IS THE CONFERENCE?

Hilton Rosemont/Chicago O'Hare
5550 N. River Road, Rosemont, IL 60018
Special Group Rate \$209 before August 10, 2018.
Call 1-800-774-1500 for reservations.

The Hilton Rosemont/Chicago O'Hare is located just minutes from Chicago's O'Hare airport. Within walking distance, The Park at Rosemont offers dining, entertainment and a seasonal courtyard. Start your day with an invigorating workout in the fully equipped 24-hour fitness center. Unwind in the heated indoor swimming pool, which showcases panoramic views of the downtown Chicago skyline. Hotel also offers complimentary shuttle service from O'Hare airport.

WHO SHOULD ATTEND?

- Designed for material handling **leaders, owners, managers** and **executives** who want to move their organization forward through thoughtful business decisions.
- **You are encouraged to bring one or more key members of your management team!**



WHY ATTEND THE 2018 BPC?

- Hands-on business planning
- Insightful speakers
- Relevant topics
- Networking opportunities
- Trends discussions
- Economic outlook
- Leadership training
- And more!



HOW DO YOU PLAN FOR THE FUTURE?

Gain tools and insight to successfully move your material handling organization forward.

EXAMINE ECONOMIC TRENDS

Keynote Presentation: Economic Forecast, The Future is Here

Presented by Brian Beaulieu, CEO, ITR Economics

This session sponsored by Owners Resource Group.

Where is the economy heading? Is there a recession on the horizon? How are you to manage inflation and labor pricing? What should you be doing to prepare your organization? This keynote session will reveal both opportunities and challenges.

- Review short-term and long-term economic forecasts.
- Identify Business Cycle Phases and what this means to you.
- Uncover leading economic indicators to watch.
- Following the keynote, there will be time for Q & A.

CREATE A BUSINESS PLAN

Business Planning: From Vision to Action

Presented by Steve Riege, Owner, Ovation Leadership

Have your business planning efforts fallen victim to insignificance, on the shelf with no accountability? Upgrade your ability to set direction and priorities, to simplify decision-making, and to drive team alignment towards success.

- Discover a proven business planning model that works.
- Learn the process:
 - How to assess your environment
 - Define critical impact factors
 - Establish strategic initiatives
 - Develop goals and strategies
 - Involve your team, budget, and measure results
- Where and how to get started.

Questions? Call (847) 680-3500
Email connect@mheda.org
Visit www.mheda.org/BPC

CULTIVATE YOUR CULTURE

How to Drive Culture Intentionally

Presented by Bill Kaiser, Senior Consultant, High Performing Culture

Culture plays an enormous role in organizational performance and as leaders, we should be both intentional and systematic in defining, documenting, driving, and leveraging the culture we want, rather than living with the culture that happens by chance.

- Learn why Culture is your one sustainable differentiator.
- Uncover how Culture impacts the bottom line.
- Discuss techniques to gain interest from your team.

PREPARE FUTURE LEADERS

Leadership Development: Establishing Your Succession Plan

Presented by MHEDA Member John Davlantes, SPHR/SHRM-SCP, VP, HR, Associated Integrated Supply Chain Solutions

Creating a Succession Plan is critical for your business. This presentation is a "300-level" course for organizations facing leadership transition issues, management development concerns, or fast growth/high turnover

- Identify key competencies of succession & leadership.
- Learn how to assess performance and potential.
- Create a format and process for succession planning.

SET THE PACE

Strategies for Maximizing Your Personal Potential

Presented by Brian Blasko, Speaker, Author and "Fun Guy!"

Life is a journey...enjoy the ride! You are invited to discover and maximize your own personal potential. Do not let life's road blocks keep you stuck on the side of the road. Come have some fun and learn how to push your pedal to the metal.

- Learn how to create trust, rapport and credibility.
- Take more initiative and set the pace as a leader.
- Learn how to stay motivated and positive.



MEET THE SPEAKERS

ECONOMIST, BUSINESS EXPERTS, MOTIVATORS



Brian Beaulieu

One of the country's most informed economists, Brian Beaulieu has served as CEO of ITR Economics™ since 1987 where he researches the use of business cycle analysis and economic forecasts to increase profitability. Brian has been providing economic insight to thousands of business executives for the last 35 years. He is co-author of *Prosperity*

in the *Age of Decline*, a powerful look at how to make the most of the US and global trends over the next 20 years.



Brian Blasko

Known for his engaging style and infectious sense of humor, Brian Blasko's thought-provoking messages have connected with organizations and audiences of all shapes and sizes. Brian is also an author of two books, *Cruisin' through Life at 35 MPH* and *Sending Signals*. Brian's presentations invite you to discover and maximize your own personal potential

and learn tactics for becoming a successful leader.



John Davlantes

John Davlantes is Vice-President, Human Resources for Associated Integrated Supply Chain Solutions. Prior to Associated, Davlantes lead the HR team that supported 140 distribution centers, as part of the Sears Holdings Corporation Supply Chain Business Unit. He has more than 40 years of experience leading human resources initiatives

in the US, Mexico and Canada. John's broad background has encompassed all areas of HR, including labor, employee relations and management.



Bill Kaiser

Bill Kaiser is a Senior Consultant at HPC, High Performing Culture. HPC helps organizations define, drive, and leverage their culture as a sustainable competitive advantage. The principles that Bill teach are based on the process he led while a partner with RSI, an award winning-employee benefits consulting firm headquartered in NJ. Bill has 20+

years in the employee benefits industry and speaks frequently on leadership, organizational culture, and building high performance teams.



Duncan Murphy

Conference Facilitator - Duncan Murphy is President of Riekes Equipment Company and has been actively involved in the material handling industry for over 30 years. He increased the size of his company Riekes from 30 employees to 145 employees. Riekes has won Yale Dealer of Excellence eighteen times. Duncan also

purchased Publitz Material Handling in 2010 and that company has also enjoyed significant growth. Duncan is a Member of the Hyster Yale Group Dealer Advisory and served as MHEDA's 2009 President.



Steve Riege

As the owner of Ovation Leadership, Steve collaborates with clients in areas such as strategic planning, leadership, organizational development, and the intensity of people issues. He has transformed many successful business leaders and teams in his role as executive coach. Steve has acquired a diverse portfolio of advisory experiences during 40-plus

years of working with senior leaders in a wide array of occupations and industries. He has also demonstrated great success identifying dynamics and unique issues facing family businesses.

STRUCTURED NETWORKING OPPORTUNITIES

Connect and learn with your material handling peers!

MEMBER PANEL: DISTRIBUTORS AND SUPPLIERS PLANNING & PARTNERSHIPS

Hear from a panel of your fellow material handling peers on their experience with business planning, lessons learned and working together with important stakeholders.



ROUNDTABLE DISCUSSIONS

Roundtable discussions are interactive and engaging, giving you the opportunity to discuss what you have learned and share your own knowledge, opinions and experience. You will have the opportunity to participate in a roundtable discussion to learn how your material handling peers are planning for the future and to discuss "2019 Material Handling Trends."



NETWORKING DINNER AT GIBSONS STEAKHOUSE IN ROSEMONT (OPTIONAL)

Enhance your Conference experience with a first-class dinner at the famous Gibsons Bar & Steakhouse. Enjoy mouth-watering steaks, huge portions and memorable desserts. You do not want to miss this networking event! Note, registration is \$100 per person. Includes full steak dinner, beer, wine, tax and gratuity. Other entrée choices available.



REGISTRATION FORM

2018 BUSINESS PLANNING CONFERENCE - SEPTEMBER 12-13, 2018

Hilton Rosemont/Chicago O'Hare

Complete this registration form and return to MHEDA by fax at 847-362-6989 or register online at www.mheda.org/BPC

Registrant #1 _____

Title _____

Email _____

Is there a topic you wish to discuss during the roundtable session?

Registering for the Group Dinner at Gibsons Steakhouse? Yes No

Registrant #2 _____

Title _____

Email _____

Is there a topic you wish to discuss during the roundtable session?

Registering for the Group Dinner at Gibsons Steakhouse? Yes No

Company _____

Address _____

City/State/Zip _____

Phone _____

Fax _____

Our company is a member of:

MHEDA MHI Both

Our company is a:

Distributor Manufacturer/Supplier Other

PAYMENT INFORMATION

Check Enclosed Visa MasterCard American Express Discover

Number _____

Exp. Date _____

Card Holder's Name _____

Signature _____

Address this Card is Billed To _____

City/State/Zip _____

REGISTRATION FEE

Early Bird Member Rate
(before August 10th) \$699

Member Rate
(after August 10th) \$799

Non-Member Rate \$1299

Group Dinner at
Gibsons Steakhouse
(Optional) \$100

Included in the registration is admittance to the conference, all handout material, two breakfasts, one lunch, refreshment breaks. Does not include travel or lodging.

MHEDA Fax: 847-362-6989
Mail: 201 US Highway 45,
Vernon Hills, IL 60061-2398

QUESTIONS?

Call MHEDA at 847-680-3500
Register online at
www.mheda.org/BPC
Email: connect@mheda.org

By registering for the Business Planning Conference, MHEDA and MHI have the right to use your photo, which may be taken during the event, for future promotional material. If you have a disability or require special accommodations, please contact us. We will do our best to accommodate you.

CANCELLATION POLICY

The full amount will be refunded if you cancel no later than August 30, 2018. Cancellations received after that date but before the start of the conference will be charged a \$200 administration fee per person. No refunds given for "no shows."

If you have a disability, need special accommodations or have a food restriction, please contact us.

Questions?

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Email connect@mheda.org
or visit www.mheda.org/BPC



201 U.S. Highway 45
 Vernon Hills, IL 60061-2398
 Ph: 847-680-3500
 connect@mheda.org
 mheda.org/BPC



- Insightful Speakers
- Relevant Topics
- Economic Outlook
- And More!

REGISTER BY AUGUST 10TH AND SAVE \$100!

2018 BUSINESS PLANNING CONFERENCE AGENDA

A day and a half of big thinking, strategizing and networking

Wednesday, September 12

8:00 am – 9:00 am	Registration/Breakfast
9:00 am – 9:15 am	Welcome
9:15 am – 10:45 am	Economic Forecast
11:00 am – 12:30 pm	Business Planning
12:30 pm – 1:30 pm	Lunch
1:30 pm – 3:30 pm	Business Planning
3:45 pm – 5:00 pm	Roundtable Discussions
5:00 pm	Day One Ends
5:30 pm – 7:00 pm	Optional Gibsons Dinner

Thursday, September 13

7:00 am – 8:00 am	Breakfast
8:00 am – 8:50 am	How to Drive Culture
9:00 am – 9:50 am	Succession Planning
10:00 am – 10:50 am	Member Panel
11:00 am – 12:00 pm	Maximize Personal Potential
12:00 pm	Conference Ends

JOIN US THIS SEPTEMBER IN CHICAGO!

