

MAY 2-6 2018



PTRA

ANNUAL CONFERENCE

WAVES OF OPPORTUNITY
AND OCEANS OF SUCCESS

CABO SAN LUCAS



GRANDE FIESTA AMERICANA

REGISTRATION AVAILABLE ONLINE @ WWW.PTRA.ORG

POWER-MOTION TECHNOLOGY REPRESENTATIVES ASSOCIATION 2018 ANNUAL CONFERENCE

GRAND FIESTA AMERICANA LOS CABOS

CONFERENCE LOCATION

At Grand Fiesta Americana Los Cabos All Inclusive Golf & Spa, your stay will be filled with exclusive details, luxury and distinction. It's an exceptional hotel where everything has been planned for you to live your vacation dreams with Grand Style. You'll be amazed by the subtle details and diversity of flavors, aromas and colors that emerge throughout your stay. Every day is memorable and different. Grand Fiesta Americana Los Cabos All Inclusive Golf & Spa offers free Wi-Fi access, first-class gourmet cuisine, seven à la carte restaurants, five bars including a swim-up bar, five swimming pools, the SOMMA WineSPA, fitness center, exclusive access to the region's top golf courses and more!

HOTEL RATES

This year, we will be staying at the beautiful Grand Fiesta Americana in Los Cabos - an amazing, self-contained, all-inclusive resort! The Leadership has been hard at work and we were able to secure a great group rate PLUS we will be subsidizing the rate during peak nights even further!

Special subsidized PTRA rate applies for conference registrants on peak nights only (*nights of May 2, 3, 4, 5*)

Group rate applies 3 days prior and 3 days after peak nights

SINGLE OCCUPANCY ROOM - All Inclusive!

GROUP RATE: \$306/night

SUBSIDIZED PTRA RATE: \$256/night

DOUBLE OCCUPANCY ROOM - All Inclusive!

GROUP RATE: \$408/night

SUBSIDIZED PTRA RATE: \$308/night or \$154/night per person

This subsidized rate will be EXCLUSIVE to PTRA Conference Attendees only. Reservations can be made directly with the hotel by using the Group Code: G10N3U@FLC and calling 1-800-343-7821 from USA or Canada or (52)55-5326-6990 for all other areas, or via email by contacting rinternet@posadas.com or online at www.grandfiestamericana.com/en/grupos_booking

Reservation Deadline: March 31st 2018

VAT Tax Disclaimer: Mexico levies a 16% VAT Tax that we get the benefit of avoiding 5/1-5/6 by providing passports and immigration documents (received when at customs) when checking in. It is important that you provide these items at check-in! Contact PTRA HQ with any questions.

GETTING THERE

Located at the exclusive Cabo del Sol development, only 10 minutes from downtown Cabo San Lucas, its world famous marina and a luxurious shopping mall. 30 minutes from the International Airport of San José del Cabo. Delta is offering a discount of up to 10% depending on fare class. Reservation and ticketing are available via www.delta.com/meeting. Select *Book Your Flight* and this will bring you to the Book A Flight page. Enter the meeting code of **NMR9Z** in the box provided or by calling our Delta Meeting Network at 800-328-1111.

GROUND TRANSPORTATION

In order to ensure our members safety and convenience in going to and from the resort, we have partnered with a local, trusted company who would be happy to help you with setting up your safe transportation between the airport and the hotel. You can set up your shuttle reservation via our special group link (www.destination-mexico.mx/ptragroup) or by contacting Azucena Mancha at amancha@destination-mexico.com or by calling +52 (624) 105 21 35. Destination Mexico will be there to greet you at the cab station with a PTRA branded sign with your name on it, so you won't be able to miss it! Rates go by vehicle, so you may want to travel with friends!

WHAT TO WEAR

Casual and comfortable clothing is the rule at PTRA conferences. No ties and jackets are required for the sessions. You are encouraged to wear business casual to the business sessions.

Cabo San Lucas averages over 350 days a year of sunshine, so pack your sunglasses and sunblock! Expect average highs in the high 80s-low 90s and lows in the low 60s. Because it doesn't have the tropical humidity of other vacation destinations in Mexico, the evenings will cool off, so bring a light jacket or sweater for the evenings.

GUEST PROGRAMS

The guest registrations fee includes the Guest Brunch, Welcome Reception, and the Closing Reception. If this is your first time attending invited to attend the First-Timers Reception on Wednesday evening before the Welcome Reception.

REGISTRATION FEES

Register before April 1, 2018 to avoid late fees.

Cancellation Policy: Cancellations received before March 1, 2018 will receive a full refund, minus a \$50 administration fee. Cancellations received March 1st - April 1st, 2018 will receive a 50% refund minus a \$50 administration fee. No refunds will be issued after April 1, 2018. Cancellations must be in writing and faxed to 952-252-8096 or emailed to ptrahq@ptra.org.

TUESDAY, MAY 1

6:00 pm – 9:00 pm

Board of Directors Reception and Dinner

WEDNESDAY, MAY 2

7:00 am – 7:30 am

Board of Directors Breakfast

7:30 am – 12:00 pm

Board of Directors Meeting

1:00 pm – 5:00 pm

Workshop: Strategic Partnerships

1:00 pm – 2:00 pm

Vendor Set up

2:00 pm – 5:00 pm

Registration Open

5:30 pm – 6:30 pm

New Members/First Timers Reception

5:30 pm – 6:30 pm

Next Gen Reception – Open to members 40 and younger

6:30 pm – 8:30 pm

Welcome Reception

THURSDAY, MAY 3

7:30 am – 5:00 pm

Registration Open

7:00 am – 9:00 am

Continental Breakfast

7:30 am – 8:30 am

Task Force Meetings

8:30 am – 8:45 am

General Session – Opening Remarks and Announcements

8:30 am – 9:30 am

Spouse Yoga

8:45 am – 10:15 am

Keynote: When UBERIZATION Collides With Your Industry?

10:00 am – 12:00 pm

Guest Welcome Brunch

10:15 am – 10:30 am

Break

10:30 am – 11:45 am

Keynote: Leading in the Moment

12:00 pm – 6:00 pm

Annual Golf Tournament

6:00 pm – 7:00 pm

Networking Gathering

7:00 pm

Dinner on Own

FRIDAY, MAY 4

7:30 am – 5:00 pm

Registration Open

7:00 am – 9:00 am

Continental Breakfast

7:30 am – 8:30 am

Task Force Meetings

7:30 am – 8:30 am

Past President's Breakfast

8:30 am – 9:00 am

Annual Business Meeting – Reps

9:00 am – 10:00 am

Breakout Session 1

10:00 am – 10:15 am

Break

10:15 am – 11:15 pm

Breakout Session 2

10:30 am - 12:00 pm

Spouse (Underwater) Tour

11:15 am – 11:20 am

Break

11:20 am – 12:20 pm

Breakout Session 3

12:20 pm – 1:30 pm

Lunch on own

1:00 pm – 4:00pm

Workshop: THORS – PTR A Academy

1:30 pm – 5:30 pm

RepMIX

3:00pm – 6:00pm

Workshop: Mobile Technology

6:30 pm – 7:30 pm

Networking Gathering

7:30 pm

Dinner on Own

SATURDAY, MAY 5

7:30 am – 1:00 pm

Registration Desk Open

7:00 – 9:00 am

Continental Breakfast

7:30 am – 8:30 am

Task Force Meetings

8:00 am – 9:15 am

Annual Business Meeting - Principals

9:30 am – 9:45 am

Daily Announcements, Reminders and Updates

9:45 am – 10:00 am

Induction of New Officers – Gavel Transfer

10:00 am – 11:30 am

Keynote: Stop Marketing Like its 1999

11:30 am – 11:45 pm

Closing Remarks & Reminders

12:30 pm – 4:00 pm

Board Meeting and Training

6:30 pm – 10:00 pm

Closing Banquet

WEDNESDAY MAY 2ND

1:00 - 5:00 PM

WORKSHOP: STRATEGIC PARTNERSHIP IN THE MANUFACTURER-MANUFACTURERS' REPRESENTATIVE RELATIONSHIP

Bryan is a top-rated presenter and keynote speaker and has given hundreds of presentations on various topics pertinent to marketing and sales, sales management, strategic planning and MORE! His strong leadership and vision throughout the Manufacturer's Reps industry will make this a can't-miss workshop. Stay tuned for more information to come!



Bryan C. Shirley, CPMR

Inspiring people with creative collaboration, Bryan excels at bringing teams to significantly higher levels of efficiency, productivity and success. His high energy and open approach causes

all participants to engage with solid candor. Bryan makes teamwork win. Specializing in motivational growth of sales

with a proven New Business Opportunities processes, Bryan teaches a successful method of finding, tracking and closing new customers. A wildly different approach to Strategic Planning, Bryan employs unique concepts that simplify the planning process and promotes time efficiency with focus on the truly important goals --- those that create the ultimate experience for your customers! Essentially, stop wasting time on what is "nice" and do what is "necessary" as re-learned from your customers. Operate with data driven strategies and install performance objectives and goals for everyone on the team. The result --- successful sustaining change.



THURSDAY MAY 3RD

5

CHARITY YOGA! 8:30 – 9:30 AM

This year, PTRA will be doing ocean-side Yoga for Youth benefitting Building Baja's Future.

Building Baja's Future (BBF) is a world-class nonprofit organization based in Baja California Sur, Mexico committed to helping educate bright, ambitious teenagers determined to overcome limited opportunities to reach their full potential as individuals and become community leaders. BBF believes that

by providing opportunities through education, it helps improve the quality of life of its students. BBF's work ultimately helps students understand and apply the enlightening and life-changing possibilities of higher education. Building Baja's Future (BBF) not only provides college scholarship aid to economically-challenged students, but also works to identify areas of life and learning that some of its scholars missed out on at home or at school. Visit www.buildingbajasfuture.org to learn more.



**BUILDING
BAJA'S FUTURE**

8:45 – 10:15 AM

KEYNOTE: WHEN UBERIZATION COLLIDES WITH YOUR INDUSTRY?

In a study by IBM of over 50,000 senior C-suite executives stated that their #1 fear for the future was the "Uberization" of their industry... a cheaper and faster way of doing business. Since 2010, disruption has transformed many industries including taxi, grocery and real estate putting them all at risk for competing. The question is... Do you know what may be lurking your way that is going to create havoc in your industry? Tom Morrison will share 4 visuals every executive should be looking at to stay ahead of disruption, the 3 dynamic forces causing disruption, 3 reasons why disruption happens and the 6 places it occurs. This is a must see keynote.



Tom Morrison

Tom Morrison is a 1990 graduate of Florida State University with a B.S. in Finance and has over 20 years of executive leadership experience having led three different organizations as CEO. In 2008, Tom became the CEO

of the Metal Treating Institute. Tom has been instrumental in helping MTI drive growth in their value proposition, and membership engagement by embracing technology and leading market disruption in their industry. Through Tom's leadership and ability to embrace change, MTI's net worth has grown over 1,500% since 2006.

In 2015, Tom became a Certified Life Coach and authored a new ground breaking book on personal

development called *How to Get People to Scream Your Name and Beg For More*. Tom is currently working on the follow up book to be released in 2018 called *The DASH... Making Sure Your Obituary Won't Suck*.

Tom is a nationally sought after speaker on the topics marketplace disruption, maximizing member value/engagement and personal development. Tom is active in the Florida Society of Association Executives, Council of Manufacturing Executives, and American Society of Association Executives.

Tom's passion is inspiring people, professionals and companies to maximize their success in seizing the opportunities that are coming their way.

Ladies and Gentlemen... Welcome Tom Morrison.

THURSDAY MAY 3RD

10:30 – 11:45 AM

KEYNOTE: LEADING IN THE MOMENT

Former Air Force officer, behavioral scientist and leadership development expert Dr. Kevin Basik takes you through a powerful examination of how we handle the testable moments of life and leadership. This engaging and entertaining session introduces the concept of Behavioral Integrity as a key lever for elevating trust, accountability and performance in ourselves and those we lead. The relevance is undeniable and the recommendations are immediately useful as participants are challenged to acknowledge the pressures keeping each of us from acting on our word in our personal and professional lives. This keynote sets the foundation that will be more deeply explored in the “Behavioral Integrity Workshop” breakout session.



Kevin Basik, PhD
Founder and President,
Basik Insight, LLC

“You don’t have to be sick to get better.” Dr. Kevin Basik inspires and challenges his audiences to elevate their game, wherever they currently are. See why his energizing approach to developing leaders of character – in business and life-- has established him as an in-demand speaker around the world.

Dr. Kevin Basik served for over 23 years as a decorated Air Force officer, delivering values-based leadership development to the military and beyond. A 1993 United States Air Force Academy graduate, Kevin earned his Master’s in Industrial/Organizational Psychology and PhD in Organizational Behavior, studying the concept of “behavioral integrity” as a driver of trust, accountability and performance.

Kevin is a published scholar, award-winning instructor, respected developmental expert, and proven leader, and has delivered highly-recognized programs for students, faculty, managers, law enforcement officers, elite athletes, senior DoD officials and Fortune 500 corporations. He has successfully led organizations ranging from small units to a 16,000-members organization, and in his final assignment, served at the Pentagon as an advisor to the Chief of Staff of the Air Force and Secretary of Defense on issues of Professionalism and values-based leadership.

He is recognized as one of the military’s top thought leaders in leadership development, and travels around the world speaking to military, corporate and non-profit leaders at all levels on professionalism, trust and character. Kevin is the President of Basik Insight, LLC, a company dedicated to energizing, enlightening and equipping organizations to lead with character.

GOLF TOURNAMENT: CLUB CAMPESTRE 12:00 – 6:00 PM

Construction began on Club Campestre San Jose’s centerpiece, a fabulous 18 hole, Nicklaus Design golf course, in 2005 and the course officially opened for play in June of 2007. Spread across the gently rolling foothills of the Sierra del la Laguna Mountains, between the mountains and the sea, the course offers spectacular views from every hole. With its seamless, dramatic interplay with the raw natural beauty of the Baja California desert, this gem of a golf course will draw you back for game after game. Club Campestre San Jose invites you to enjoy the incredible panoramic views, dramatic elevation changes and undulating championship greens created specifically for us, and for this very special piece of property, by one of the great Masters of the game.



FRIDAY MAY 4TH

7

BREAKOUT SESSION 1 9:00 – 10:00 AM

BREAKOUT SESSION 2 10:15 – 11:15 AM

BREAKOUT SESSION 3 11:20 AM – 12:20 PM



BREAKOUT SESSION: HOW TO CAPTURE THE HEART OF MILLENNIALS **Tom Morrison**

See page 5 for bio.

Every industry is struggling to connect in with the next generation as workers. In this highly interactive breakout session, Tom engages attendees in an open discussion on the the keys to engaging the mind, heart and emotions of the next generation. During this session, attendees will learn:

- Why you can't afford to lose any workers the next 7 years
- The keys to a vibrant workplace culture in multi-generation space
- The four elements that drive all workers
- The key influences of millennials
- What are millennials looking for
- How to keep millennials engaged in your company
- Why you need to engage Gen X NOW



BREAKOUT SESSION: THE BEHAVIORAL INTEGRITY WORKSHOP **Kevin Basik, Founder and President, Basik Insight, LLC**

See page 6 for bio.

This session takes participants “out of the stands and onto the court” for a deep, personal application of Behavioral Integrity. The alignment between words and deeds sounds easy, but ignores the very real pressures that make even good people like us “buckle at the gap.” Attendees will explore the “Big 5 ½ Levers” available to influence those we lead, identify the pressures in their own personal and professional lives, and then use the powerful “Eavesdrop” activity to create a tool that can create breakthrough levels of trust, accountability and performance for themselves and their teams. Participants often remark, “This was a game-changer for me personally and professionally!”

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FRIDAY MAY 4TH

<i>BREAKOUT SESSION 1</i>	9:00 – 10:00 AM
<i>BREAKOUT SESSION 2</i>	10:15 – 11:15 AM
<i>BREAKOUT SESSION 3</i>	11:20 AM – 12:20 PM

BREAKOUT SESSION: INTRO TO AUTOMATION



Charles Gerald

Mr. Gerald is a 30+ year veteran of the high tech automation industry holding a BEEE from Stevens Institute of Technology and an MBA from Iona College. His experience covers a broad spectrum from executive management of several high tech companies to marketing and product development.

Currently Mr. Gerald is the National Sales Manager for EDrive Actuators, Inc. a division of Joyce-Dayton Inc..

His professional experiences include serving as President/Division Manager of ALSTOM USA's (formerly GEC ALSTHOM) Parvex Servo Systems Division and Vice President of Lenze Corporation. He teaches motion control to industry engineers and is currently an adjunct professor for the past 17 years teaching Mechatronics I & II at Stevens Institute of Technology. In addition, he has served as a member of the Board of Directors of Motion Science, Inc. a pioneer company in servo amplifiers and multi-axis position controllers for PC based and stand alone systems in California during the explosive growth of motion control in the 90's.

These breakout sessions introduce the principles of mechatronics to integrate mechanical, electronic/electrical, and control/computer/ software components for motion control systems. Servo loops, PID, servo motors and drives, gears, and motion control strategies are presented.



BREAKOUT SESSION: SOCIAL SELLING: SOCIAL MEDIA FOR THE SALES REPRESENTATIVE

Bob DeStefano

See page 10 for bio.

Social media has changed the sales and marketing landscape forever. Blogs and social networking sites, like LinkedIn, Facebook and Twitter empower you to reach your customers and prospects directly, allowing you to establish credibility, build stronger bonds with customers and generate new business opportunities. As the workplace is taken over by the tech-savvy Millennial generation, these communication tools are now more important than ever. So, how do you effectively harness social media marketing and social selling to produce business-building results?

UNDERWATER SPOUSE TOUR! 10:30 AM – 12:00 PM

This year we will be getting a snorkeling “tour” of the beautiful underwater life that Cabo San Lucas has to offer. Discover and admire the rock formations that house the colorful sea life just a few steps from our resort.

WORKSHOP: THORS - PTRACADEMY 1:00 – 4:00 PM

This summer, we announced our newest web-based learning opportunity, PTRACADEMY! Taking time out of busy schedules can be challenging. PTRACADEMY provides all the great benefits of relevant, easy-to-use online courses that are accessible any time and any place; just log in and start learning! The courses are self-paced, self-guided, and interactive with visually engaging graphics. In this workshop, you will get the opportunity to sit down with the founder of this company for a hands-on learning experience to teach you the ins and outs of this newest member benefit!



Senthil Kumar

Senthil Kumar, an entrepreneur based in Akron, Ohio, USA, is the founder of THORS eLearning Solutions and an investor in several companies involved with online learning, and the distribution

and manufacturing of engineered products. Senthil received a Bachelor of Technology degree from Anna University (India) and a master’s degree in engineering from The University of Akron (United States). Senthil has more than two decades of experience in the sales, marketing, distribution, and manufacturing of a wide range of engineered products and commodities.

REPMIX 1:30 – 5:30 PM

WORKSHOP: MOBILE TECHNOLOGY WORKSHOP 3:00 – 6:00 PM

With the new technology and updates coming all the time, do you have what’s best for you and/or your organization? How can you enhance your employees’ effectiveness and maximize their productivity? Steve Turner will cover key technology topics that are crucial to your team’s success, including:

- How to enable your team to use the cloud, digital marketing and contact management for great success “in the field”
- Top tips and strategies for being more productive with your technology “on the road”
- “Ask the Expert” Q&A segment: How to maximize your current technology for maximum productivity (bring your laptops, smartphones and/or tablets)
- What’s new and coming soon in technology that you should be aware of



Steve Turner Turner Time Management, LLC

With a background in technology and nearly 30 years of business expertise, Steve has spent the last eight years sharing technology and time management tools, techniques and tips with thousands of professionals across the country. His speaking, training and coaching has

helped many organizations increase the productivity of their employees. Steve has significant experience with working with independent sales and marketing agencies. His proven ability to leverage technology (including desktops, laptops and mobile devices) is of great value to anyone in need of greater sales and/or productivity results. TurnerTime sm is time management tools, techniques and tips to effectively manage e-mails, tasks and projects. Visit www.GetTurnerTime.com for our time saving strategies.

SATURDAY MAY 5TH

10:00 – 11:30 AM

KEYNOTE: STOP MARKETING LIKE ITS 1999

For generations, distributors and manufacturers relied heavily on face-to-face selling as the primary driver for new business growth. While the role of the salesperson is still critical, your old tactics are no longer enough to compete in this rapidly evolving marketplace. The changing face and needs of your customers, combined with the rise of online and mobile technologies in the workplace, have rendered your old tactics inadequate. If you're still relying on marketing strategies from past decades, your company's success may be in question for the next decade. It's time to step up and take action. But what should you do? Attend my course where I will provide you with a road map to prepare your marketing and sales teams for success in the connected world.

You will learn:

- Why NOW is the time to transform your marketing
- How to increase sales by marketing your knowledge
- How to REALLY do business online
- How to succeed online without alienating your Boomer customers
- How to transform your marketing into a measurable investment



Bob DeStefano

Bob DeStefano is an internet marketing pioneer with over 20 years of experience helping B2B companies leverage online marketing to produce bottom-line results.

Through his speaking, writing and consulting, Bob makes online marketing understandable and empowers business leaders with actionable tips and strategies they can put to work immediately to:

- Increase sales & profits
- Generate new business leads
- Strengthen relationships with customers
- Boost marketing results on a limited budget
- Measure marketing ROI

Bob's online marketing career began during the birth of internet marketing in the early 1990's serving as a strategic planner for Dean Witter, Discover & Co. specializing in online marketing strategies. At Dean Witter, Bob spearheaded the creation of the company's first Website.

As president of SVM E-Marketing Solutions, a leading B2B online marketing agency, Bob has worked with a wide variety of companies, from Fortune 500 companies to small family-owned businesses, to help them leverage online marketing to produce bottom-line results.

Bob is the author of *Old Dog, New Clicks: Online Industrial and B2B Marketing Know-How for the 21st Century*, a step-by-step plan to transform your marketing practices from past decades to ensure your company's success for the next decade. In addition, Bob is a regular contributor to a variety of publications, including *Modern Distribution Management*, *Contractor Supply* and *MarketingProfs*, on the subject of actionable online marketing strategies.

CLOSING BANQUET 6:30 – 10:00 PM

The banquet will be held on Saturday evening. Join us for an authentic Cinco de Mayo celebration right on the beach!



THANK YOU TO OUR 2017 SPONSORS

INTERESTED IN MAKING YOUR MARK AT OUR 2018 CONFERENCE?

CONTACT US TODAY AT PTRAHQ@PTRA.ORG TO HEAR ABOUT OUR NEW SPONSORSHIP OPPORTUNITIES



GROVE GEAR

Regal Brands

Conference Registration

Part 1 of 2

Register Online at PTRA.org

Registration Fees

Early Bird Discounts are available until Wednesday, January 31, 2018.

Discounted registration fees will be available from February 1 - March 31st. Beginning April 1, 2018, full registration fees will apply.

Cancellation policy: Cancellations received before March 1, 2018 will receive a full refund, minus a \$50 administration fee. Cancellations received March 1 - April 1, 2018 will receive a 50% refund minus a \$50 administration fee. No refunds will be issued after April 1, 2018. Cancellations must be in writing and faxed to 952-252-8096 or emailed to ptrahq@ptra.org.

	EARLY BIRD FEE (Dec 1 - Jan 31, 2018)	DISCOUNTED FEE (Feb 1 - March 31, 2018)	LATE/ON-SITE FEE (beginning April 1, 2018)	TOTAL
First Registrant	\$550	\$600	\$650	
Second + Registrant (from same company)	\$530	\$588	\$625	
Retired Member	\$360	\$405	\$450	
Guest	\$325	\$359	\$399	
Non-PTRA Member	\$630	\$650	\$700	
First Time Attendee	\$265	\$295	\$328	
Vendor	\$750	\$750	\$750	
RepMIX Interviewing Booth	\$250 (previous participants) \$500 (1st time participants, includes 2018 & 2019)	\$250 (previous participants) \$500 (1st time participants, includes 2018 & 2019)	\$250 (previous participants) \$500 (1st time participants, includes 2018 & 2019)	
Golf (price includes golf, golf cart, tournament fees, lunch)	\$180	\$180	\$180	
Rental Clubs	\$55	\$55	\$55	
Golf Hole Sponsor	\$300	\$300	\$300	
PTRA Golf Shirts (indicate size on following page)	\$50 each	\$50 each	\$50 each	
Charity Yoga (all donations accepted, \$30 minimum to receive shirt)	\$35	\$35	\$35	
Underwater Spouse Tour! - Snorkeling	\$25	\$25	\$25	
Lynn Mattis Scholarship Fund (voluntary \$10 minimum to be entered into annual scholarship drawing)	\$10	\$10	\$10	
TOTAL OF ALL FEES				

Payment Information

Pay online (PTRA.org) or by phone, fax or mail using Visa, MasterCard, American Express, or check. If paying by check, make checks payable to PTRA in U.S. dollars drawn on a U.S. bank, or by international money order payable in U.S. dollars. \$25 fee for all returned checks.

Register by phone: 888-817-7872 | 952-252-3573

Register by fax: 952-252-8096

Register by mail: PTRA - 5353 Wayzata Blvd., Suite 350, Minneapolis, MN 55416

Visa MasterCard American Express

Cardholder's Name (as it appears on card)

Amt. to be charged

Credit Card Number

Exp. Date

Security Code (3 or 4 digits)

Authorized Signature

Conference Registration

Part 2 of 2

Register Online at PTRA.org or complete the form below for each of your attendees

Registration Fees

Early Bird Discounts are available until Wednesday, January 31, 2018.

Discounted registration fees will be available from February 1 - March 31st. Beginning April 1, 2018, full registration fees will apply.

Cancellation policy: Cancellations received before March 1, 2018 will receive a full refund, minus a \$50 administration fee. Cancellations received March 1 - April 1, 2018 will receive a 50% refund minus a \$50 administration fee. No refunds will be issued after April 1, 2018.

Cancellations must be in writing and faxed to 952-252-8096 or emailed to ptrahq@ptra.org.

Contact Information

Member Non-Member Rep Manufacturer Other

Company: _____

Phone: _____ Fax: _____ Email: _____

Contact Name: _____

Address: _____ City: _____

State/Prov.: _____ Zip/Postal Code: _____

Emergency Contact Name: _____ Phone: _____

Attendee / Guest Information

Attendee Name: _____ **Attendee E-mail:** _____

Please select any that apply: CPMR CSP 40 or Under

Are you interested in participating in RepMIX?: Yes No

If yes, how would you like to set appointments? I'd like to use the online scheduler Schedule my own appointments offline

Will you attend the Closing Banquet?: Yes No

Will you attend the Golf Tournament?: Yes No Hadicap: _____

Rental Clubs: Mens Ladies & Right Hand Left Hand

Golf Shirt Sizes: Medium Large XL XXL XXXL

Guest Name: _____ **Email:** _____

Will they attend the Closing Banquet?: Yes No

Will they attend the Golf Tournament?: Yes No Hadicap: _____

Rental Clubs: Mens Ladies & Right Hand Left Hand

Golf Shirt Sizes: Medium Large XL XXL XXXL

Optional Activities Information **only needed if you registered*

Are you interested in attending any of the following:

Strategic Partnership Workshop THORS - PTRA Academy Workshop Mobile Technology Workshop

Name: _____ Company: _____

Underwater Spouse Tour: Snorkeling

Name: _____

Charity Yoga (Please provide us with the name of the person participating and shirt size):

Name: _____

Size: Medium Large XL XXL XXXL



2018 PTRA CONFERENCE SHIRTS

DRI-FIT GOLF POLO



Cost: \$50

Sizes: M, L, XL, XXL, XXXL

Be sure to order your DRI-FIT golf shirts in the Conference Registration form or on the website. They will be available for pickup at the conference.



www.ptra.org



**Power-Motion Technology
Representatives Association**
5353 Wayzata Blvd., Suite 350
Minneapolis, MN 55416

DON'T MISS
Registration on pages 20-21
**Register
Now!**

MAY 2-6 2018
GRANDE FIESTA AMERICANA
REGISTRATION AVAILABLE ONLINE @ WWW.PTRA.ORG



PTRA

ANNUAL CONFERENCE

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