



PEMA® 2023 SPRING MEETING PROGRAM
Doubletree by Hilton O'Hare – Rosemont • Rosemont, Illinois
April 27-28, 2023

Thursday • April 27, 2023

8:00 a.m. – 9:45 a.m.

Board of Directors Meeting
Chicago Peace

3:00 p.m.

Registration
Signature Foyer

4:00 p.m. – 5:30 p.m.

QUIT WHINING AND START SELLING!
**Kelly Riggs, Business LockerRoom, Inc.*
Signature Ballroom

Salespeople tend to blame circumstances or other external factors when they fail to reach their objectives (or get a sale) rather than take responsibility for their own outcomes. The challenge is that making excuses or finding blame never allows a salesperson to identify and change the bad habits that are often the real culprits in sales failure. In this presentation, Kelly will discuss TWO mission-critical topics for those who aspire to join the top 7% of elite salespeople:

- Sales pipeline development – the habits and techniques of creating and maintaining a pipeline of high-value opportunities
- Time management – how top salespeople proactively plan, protect, and manage time to maximize their sales performance

5:30 p.m. – 8:00 p.m.

Networking Reception
Mezzanine Foyer

Enjoy hors d'oeuvres, food stations and an open bar while networking with fellow PEMA members. From 7:00 p.m. – 8:00 p.m. we'll cheer on Lucky, Lorenz Conveying Products robot that is competing in the Discovery Channel's BattleBots television series. Lucky will be displayed in the Lorenz booth during the Powder Show.

Friday • April 28, 2023

7:30 a.m. – 8:45 a.m.

Roundtable Breakfasts – one topic will be discussed
Medallion, Winchester, Othello, Leander

Trade Shows - Now and Future - What changes at trade shows, good or bad, have you observed now that they're back after the pandemic? How is your company now measuring the value of trade show participation? What is your immediate evaluation and experience of the just completed Powder Show? Do you see any differences in attendance, number of exhibitors or general interest in trade shows in other various industries? Do virtual trade shows like those produced during the pandemic have any long-term value or were they just a flash in the pan? Did you come to the Powder Show simply for the keg of beer in the PEMA booth? (Be honest)

8:45 a.m.

Adjourn