

# FALL TOURS/WORKSHOP

September 19 & 20, 2017

## Host Campground: Indian Shores

**Your Host:** Janet and Richard Giebel

**Address:** 7750 Indian Shores Road, Woodruff Wi. 54568

**Phone:** 715-356-5552

**Email:** info@indian-shores.com

**Website:** www.indian-shores.com

**Lodging available call  
Indian Shores for rates**

### AmericInn

700 Old Hwy 51

Minocqua, Wi. 54548

Call by Sept 11, 2017

2 Queen beds = 80.99

King beds = 89.99

Queen sofa = 74.69

(715) 356-3730

Microwave & Fridge

Coffee walking distance to  
downtown.



# FALL TOURS/WORKSHOPS

## Schedule:

**Tuesday, September 19**

**8:30am – 9:00am**

**Registration**

**9:00am – 10:30am**

**Meet and greet @ Indian Shores**

Coffee and Donuts served

Cracker Barrel – Insurance –Legal- Selling issues

Advertising options and announcements

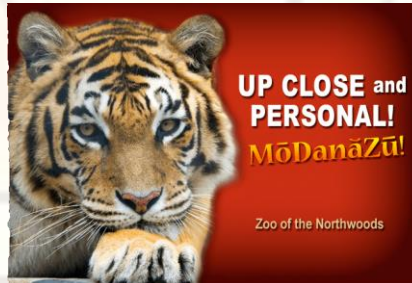
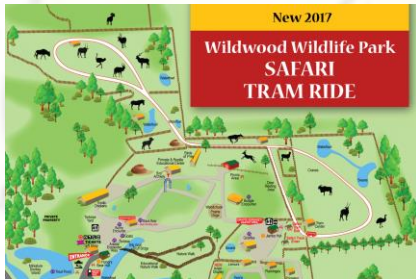
**10:30am – 11:30am**

**Tour Indian Shores**

**12:00pm - 4:00pm North Park Manufacturing**

Subway Sandwich Lunch sponsored by North Park Manufacturing.

Followed by a tour of Wild Wood Wildlife Zoo – all sponsored by North Park Manufacturing! No charge thanks to North Park!



Updates from Mark Hazelbaker during and following lunch.....Cracker Barrel <http://www.wildwoodwildlifepark.com/>

**4:30pm - 5:30pm**

**Patricia Lake Campground & RV Park**

Very Limited Parking – let's carpool from North Park

**5:00 pm**

Drinks at Indian Shores

John Jaszewski – Properties Plus

Building your buyer - and your business

Lori Severson – Building the team

Getting people to work – resources & options

**6:00pm**

Dinner at Indian Shores - Buffet Style

Cracker Barrel during dinner



# FALL TOURS/WORKSHOPS

## Schedule:

Wednesday September 20, 2017

8:30am - 9:30am: **Lynn Ann's Campground**  
1597 South Shore Drive  
St. Germain, Wisconsin 54558  
Phone: 715-542-3456  
Registration – Meet & Greet  
Coffee & Donuts  
Tour Lynn Ann's Campground  
Mike & Heather Davidson

10:00am -11:00am **Arbor Vitae Campground**  
10545 Big Arbor Vitae Drive  
Arbor Vitae, Wi. 54568  
Phone: 715-356-5146  
Don Allen & Mary Watson

11:30am **Chain O Lakes Campground**  
3165 Campground Road  
Eagle River Wi. 54521  
Phone: 715-479-6708  
Mike Tinstman

12:00pm --- LUNCH Sponsored by **Secura & Covera Insurance**

1:00pm – 2pm **Hi-Pines Eagle River Campground**  
1919 Hwy 45N  
Eagle River Wi. 54521  
Phone: 715-479-9124

Drive Safe - See you in October!

# FALL TOURS/WORKSHOP

October 3 & 4, 2017

## Host Campground: Lake Arrowhead

**Your Host:** The Malsack Family

**Address:** W781 Fox Ct, Montello WI 53949

**Phone:** 920-295-3000

**Email:** [campingfun@lakearrowheadcampground.com](mailto:campingfun@lakearrowheadcampground.com)

**Website:** [www.lakearrowheadcampground.com](http://www.lakearrowheadcampground.com)

## Lodging Options

### Lake Arrowhead

Providing 14 cabins & campsites for free.

920-295-3000

### Wilderness Campgrounds

Cabins and campsites. \*Campsites no fee for members.

608-297-2002

### Heidel House Resort & Spa

\$79.00 plus tax per night (need a minimum of 10 to keep this room rate)

920-294-3344

### Tween the Lakes Motel in Montello

2 queens \$79 plus tax per night, King Suite \$99 plus tax

(608) 297-8715

### Acorn Ridge Motel in Princeton

\$69 1 queen or 2 double \$79 2 queen beds, Online reservations available [acornridgemotel.com](http://acornridgemotel.com)

(920) 295-6533

### Best Western in Portage

\$98 2 queens

(608) 742-2200



# FALL TOURS/WORKSHOPS

October 3, Tuesday

8:30am - 9:00am **Lake Arrowhead**

Malsack Family

Coffee/Donuts

Registration

9:00am - 10:30am **Mini sessions:**

Hidden Land Mines to selling – John Jaszewski

Seasonal Agreements – Mark Hazelbaker

Acquiring Seasonals - Joyce Stenklyft

Shoulder Season ideas – Lori Severson

Pricing strategies – Bud Styer, Adam Malsack, Lori Severson

10:30am - Noon **Lake Arrowhead Tours**

Noon **Lunch by Covera & Secura Insurance**

1:00pm -3:30pm **Malsack Properties Tour**

4:00pm **Reilly's Pub** – Owners Randy & Connie Sondalle

N4111 Lake Shore Dr, Markesan, WI 53946

(920) 295-0656

Cracker Barrel & Social Hour

5:00pm **Dinner at Reilly's Pub**

Stump The Panel – industry leaders are asked questions you can use in your business! These are the questions we all want to ask but don't have the courage to say it out loud!



# FALL TOURS/WORKSHOPS

October 4, Wednesday

8:30am -9:00am **Grand Valley Campground**  
W5855 Country Road B/H  
Dalton, Wi. 53926  
Phone: 920-394-3643  
Registration – Coffee & Donuts

9:00am - 10:30am **Grand Valley Tour**

11:00am - Noon **Wilderness Campground**  
N1499 State Road 22  
Montello, Wi. 53949  
Phone: 608-267-0220  
Tour

Noon **Lunch at Wilderness sponsored by:**  
Sponsored by: Covera Insurance

1:30pm -2:30pm **Glacier Valley Campground**  
N8129 Larson Road  
Cambria, Wi. 53923  
Phone: 920-348-5488

**Golf Cart Drawing** Cracker Barrel, Advertising committee  
presentation for Advertising Opportunities. ....WACO  
Update

# FALL TOUR/WORKSHOP

## Please pre-register:

Phone: 608-525-2327, Fax: 608-525-2328, or  
Carrie@seversonandassociates.com

Campground Name: \_\_\_\_\_

# of people attending (Sept): \_\_\_\_\_

# of people attending (Oct): \_\_\_\_\_

*Bring family & employees. The fee is the same if you have 1 or 20 members from your campground.*

### WACO Member Fee:

- \$40.00 (Sept. or Oct.)
- \$75.00 (Both)

### Non-member Fee:

- \$55 (Sept. or Oct.)
- \$100 (Both)

September only	\$40.00	\$ _____
October only	\$40.00	\$ _____
September & October	\$75.00	\$ _____
Total Due		\$ _____

## Send payment & registration to please.

WACO

PO Box 228

Ettrick, WI. 54627

CC # \_\_\_\_\_ Expires \_\_\_\_\_

Zip code \_\_\_\_\_ 3 digits on back \_\_\_\_\_

Deadline for September Workshop: **September 11<sup>th</sup>, 2017**

Deadline for October Workshop: **September 25<sup>th</sup>, 2017**



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