

SCHEDULE

THURSDAY, MARCH 15TH

Mark Hazelbaker

Private Legal Consultations
Board Room
Sign up at Registration
Agreements Review Mobile homes
Licenses , park regulations

Please note that there will be one daylong class available. *Must preregister**

- 8:00am – 4:00pm CPO Pool School – Cyndi Robertson - Stonefield Room

	Harvest Room	Woodland Room	Stonefield Room	Banquet Room	Trillium Room
8:00am - 9:30am	Social Media Panel Tia Anderson, Ann Illig, <i>Get ready with your questions!</i>	Trends and Consumer Insights Larry Brownfield	CPO – Pool School Cyndi Robertson <i>(8:00am-4:00pm)</i>	Time Management Multi-tasking Kristen Valk	Tricks of the Trade that lead to Effective Engagement with Government Nancy Mistel
9:45am - 10:45am	Would the Mouse Stay With You? Bud Styer	Understanding Your Unique Sales Proposition (USP) Larry Brownfield		Guest Experience Kristen Valk	The “Family “ Matters David Schalow Ph.D., CLU, ChFC, CFA, CFP
11:00am - 12:00pm	IRS Mock Audit Jesse VenRooy <i>Books & Records Auditor Income Reconstruction Unit</i>	Campgrounds Highlights and updates from DATCP Mary Ellen Bruesch <i>Ask Mary Ellen questions individually at her booth – here in and out today!</i>		Teaching Managers to Manage Kristen Valk	Maintenance Issues and Answers Jim Button CPO, OHE <i>Evergreen Campsites & Resort Owner</i>
12:00pm - 1:45pm	Lunch served in the Banquet Room Color Guard Presentation- Nancy Mistele Award Playing With Your P & L with John Jaszewski Lunch with WACO Members				
2:00pm - 3:00pm	Get Out! Mark Hazelbaker <i>Proper Ways To Remove Problem Campers</i>	Restaurant & snack Shack Q&A Kara Paul <i>Biggest Whoops & Fixes</i>	CPO – Pool School Cyndi Robertson <i>(8:00am-4:00pm)</i>	Research and Resources for Themed Weekends Kristen Valk	Organizational Structure Nikolaus Butz Ph.D
3:15pm - 4:15pm	Hiring Your Employees Policies & Sexual Harassment Mark Hazelbaker	Alcohol Beverage Laws & Licensing Tyler Quam <i>Excise Tax Agent Supervisor</i>		Communication Skills That Work Kristen Valk	Reporting Structure Nikolaus Butz Ph.D

For information on seminars and speakers, please look in the back.

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4:15pm	Cash Bar Opens – Beer Tasting & Root Beer Tasting by Point Brewery
5:00pm	New Fun Format – Serving STATIONS -Merrill & Mad Dog – Reinhardt Foods - Brakebush - Grillin Five-0. Announcing ! STEAK FRY! Along with your favorites! Serving stations – vote for your favorite station! <i>*Sponsored by Reinhart Foods & Brakebush – Badger Popcorn Popcorn Bar – Hey Popcorn Guy (Included with your registration) Served to you by the WACO Board of Directors!</i> Beer, Chicken, Brats, Hamburgers, Hotdogs, Baked Beans, Salads, Chips, Pickles Brought to you by Your WACO Board of Directors Root beer floats by Taylor & Point Brewery
6:00pm - 6:30pm	President Awards! Lori Severson & Scott Kollock, WACO President
6:30pm - 7:00pm	ARVC News & Benefits - Paul Bambei ARVC CEO State of the Industry ARVC Benefit Trivia ...Play for Tickets to win golf cart or Teen Redemption!
7:00pm - 8:30pm	PAC Auction with the Weiss Family DOLLAR AUCTION! All the money goes to the PAC Fund for WACO! Buy as many paddles as you like \$20 per paddle – bid for each item for only a dollar! PRIZES: <ul style="list-style-type: none">• \$500.00 VISA Card to be used at the WACO Show!• Indoor Packer Tickets• Wellness weekend tickets for 4 people – 2 rooms• Aaron Rodgers autographed print• Brett Favre autographed print• Tavern Tour Tickets• Booze Basket• 4 Tickets to Night of the Fight• 50 Inch TV

WACO Members who helped
with a presentation get 50 golf cart
tickets per session – Please get them at Registration! Thanks so much for
helping us all be a great industry!