



WACO CONVENTION



New ideas!
March 13th-17th, 2019

56th ANNUAL

Super Show!



Marvel at the 197 Booths in our trade show!
New Entertainment options area this year!
Get Super good at managing your business!
50 plus education programs giving you xray vision to the industry future!
Network with Super Heros who share their superpowers !
Hire Super Entertainers for this season & next!
Every session has Super activities you can take home and use!



BAM! Win
\$5000

11/20/2018

Subject to change

Holiday Inn Hotel & Convention Center
1001 Amber Avenue
Stevens Point, WI 54481
715-344-0200

WACO BOARD OF DIRECTORS

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**Lori Severson – Executive Director**

P.O. Box 228, Ettrick, WI 54627
lori@seversonandassociates.com
Phone: 608-525-2327

**Mark Hazelbaker – Attorney**

mhazel@tds.net
559 D'Onofrio Drive suite 222,
Madison WI 53719,
Phone: 608 220 7271

Our goal is to make this conference easy for you to attend and enjoy. Please don't hesitate to tell a staff member immediately if you need assistance.

Our members mean the world to us and we are happy to help in any way we can.

If you have an experience that is not world class please let a member of the WACO Board or your executive director know immediately. Your experience here is important to us.

If you are new to the convention – just look for a STAFF member or a Board Member. There are no silly questions – we are happy to help!

HOW MAY WE HELP YOU?

Don't hesitate to call a staff member's cell phone if you have a question.

WACO Staff

WACO Executive Director

Lori Severson 608-792-5915

WACO Staff

Carla Brown 608-790-1756

Lisa Black 608-317-9238

Jessica Tufts

Registration

Linda Halverson

Karen Radomski 608-317-5536

Kids Kamp Coordinator

Becky Black 608-317-9237

Vendor Set-up And Direction

Rick Severson 608-498-3760

Becky Johnson 608-525-0011

General Convention Questions

608-525-2327

Please let us know how we can make this a wonderful experience for you. If you have ideas or suggestions let us know and we will do our best to make it work!



Lori Severson
Executive Director



Rick Severson



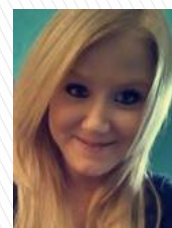
Lisa Black



Becky Johnson



Karen Radomski



Becky Black



Carla Brown



Jessica Tufts



Linda Halverson



Haley Chadbourn

Need Lori? Text 608-792-5915

TEENS & TWEENS – Redemption Program!



Make A Private Consultation With Your Superhero!

Jess from the WACO office

- Update your Campground Listing on the MAJOR WEBSITES right at convention!
- Bring a flash drive & 4 or 5 pictures and we will do it right at convention for you!
- Listings and pictures on sites like TravelWisconsin.com, WisconsinCampgrounds.com, GoCampingAmerica.com, and WisconsinCampingRentals.com
- NO charge NO hassle!
- Set-up your appointment by texting Jess 608-518-0315

**Need Lori Text
608-792-5915**

Need to know more about ARVC or WACO
benefits Text Bert at 608-695-9775

Mark Hazelbaker

- Review any confidential materials about your park
- Ask about employment issues, agreement concerns or general legal questions.
- Contact by texting Mark at 608-220-7271

John Jaszewski

- Bring your P&L to convention.
- John's team will show you exactly what your park is worth now and will show you quick and easy ways to increase the value of your park.
- Knowledge is Power.
- Confidential consultation whether you are thinking of selling or need more leverage for refinancing or expanding the park.
- John can show you exactly what the Banker and Appraiser will be looking for.
- Schedule an appointment at convention by texting 507-450-5626

THINGS TO KNOW

Money Made Simple

- Set up your Charge Card at WACO Registration on Tuesday Night. Your charge card will be included with your badge. Please be sure you receive a receipt with all of your purchases. Simply show your card with your auction number on it and sign for the charge.
- Your auction number can be used to bid on silent auction items, live auction items, buy raffle tickets, etc.
- PAC items are the only exception (they must be paid by personal check or cash).
- You may check your balance at any time during the convention.
- You can pay your balance by check, credit card, cash, WACO bucks or a combination!
- Plan to have your account balance settled no later than 9:00am on Sunday.
- Not from Wisconsin? No problem! We take all "out of state" currency!

Valet Directory Pickup

Pick up your Wisconsin Association of Campground Owners directories at the show. Simply ask any trade show associate for help loading them to your vehicle. It can be done any time throughout the tradeshow. (Note: only throughout daytime hours please.) Distribute them to your community while getting our directories in the hands of your guests. Earn 20 Super Package tickets by picking up your directories!

Silent Auction Rules

- To place a silent auction bid, write your bidding number in the starting bid space or on the line following the highest current bid.
- Indicate your bid in the appropriate space on your bidding row.
- In order to be valid, all new bids must be higher than the previous bid by at least the minimum raise indicated at the top of the bid sheet. \$5.00 is the usual amount but please check each auction item.
- A bid is construed as an agreement to purchase the listed item(s) at the amount indicated.
- All bidders must be 18 years of age or above.
- All winning bids must be settled before 9:00am on Sunday by cash, check or credit card.
- In order to protect the integrity of all bidders, please do not scratch out bids. Simply contact one of our volunteers for assistance if you wish to withdraw your bid.
- The auction will close at the announced time at which time the highest bid on each bid sheet will be declared the winner. If multiple people are still interested in bidding at the end – a final bid off will be allowed where each participant puts in a final sealed bid on a piece of paper. The highest final bid will be awarded the item.
- **Don't leave the convention without written documentation of what you have purchased and won.**
- **Bids may only be voided by an auction volunteer or staff member.**



**Visit the WACO Website!
Scan me!**

THINGS TO KNOW

NEW!

Tuesday Evening Check-in & Registration

Tuesday evening early registration will be open for the WACO Convention from 5:00pm – 7:00pm. Our registration area is open 7:30am on Wednesday, Thursday, Friday, and Saturday for your convenience. Registration is set up at the Holiday Inn Convention Center, directly outside of the Trade Show area. The hotel has the schedule of convention activities at the front desk if you have a question. The auction items and baskets should be taken to the Auction Center Table in the Banquet Room or to the registration table where they will be logged in. See Lisa

Basket Social

NEW This year Super Basket – Bring the best campground basket and win bragging rights & get the traveling trophy for the basket with the best sales numbers on Friday night! The basket winner also gets \$500 to spend at any supplier on Saturday! And EVERY campground that brings a basket gets registered to win the super package! Ask your suppliers and communities to contribute and earn your community and campground a mention on the WACO Campground website & directory!

\$500
Chance!



Want the Whole Family Educated?

Pets are allowed at the
Holiday Inn Express for
just \$25 per night!



Earn money to spend at the trade show!

- **\$500 if you have the Super basket that raises the most money Friday Night!**
- **\$500 if you win the PAC auction money.**
- **\$1000 if you bought from the right supplier Friday**
- **\$1000 if you bought from the right supplier Saturday.**
- **\$500 if you win the Super FREEZE drawing on Friday.**
- **\$500 if you win the Super FREEZE Saturday.**
- **Win \$500 to spend at any Show Sponsor!**

Plus win \$1000 Sunday



EVERY 30 minutes
you will hear the
FREEZE signal – if
you are visiting
with a supplier at
that time you get
entered to win the
**DAILY FREEZE
DRAWING** for
\$500!

PARTICIPATE TO EARN MORE !

How To Earn Tickets to Win The Super Package

- 25 tickets for every auction item you bring.
 - 1 ticket for every GBF ticket you take to sell.
 - 25 tickets by bringing a basket.
 - 20 tickets for purchasing raffles from Linda.
 - 20 tickets every 200 dollar sponsor level.
 - 20 tickets for donating kids kamp redemption toys.
 - 20 tickets by picking up your directories.
 - 25 tickets for each bottle of liquor you donate
 - 25 tickets for bringing a bottle of wine !
 - 1 ticket for each educational course you attend.
 - 1 ticket for each course evaluation turned in.
 - 20 tickets for any PAC fund donation you make.
 - 20 tickets for every \$100 you spend at the auction
 - 10 tickets for each raffle item you purchase.
 - 20 tickets for attending the round tables on Sunday
 - 20 tickets for Convention critique on Sunday.
 - 20 Tickets for participating in Little Bar Basket Raffle
 - 20 Tickets for attending the Wednesday night event
 - 5 Tickets for completing the WACO survey!
 - 25 Tickets for participating in the PAC auction!
 - 25 Tickets if you registered in advance!
 - 5 Tickets for introducing a new member!
 - 10 tickets for every vendor you purchase from
- Bring your slips to registration.

**Super
Package
\$1000 in
Cash
Website
highlight
Executive Suite
at the Holiday
Inn for 4 nights
at next years
convention!**

***BAM.* no matter what size
operation you can win!**

**Be our eyes and ears – help us make
this better!**

**Don't like something tell Lori or a
Board member! Like something
PLEASE tell us☺ This is your
convention!**



Participants are responsible for collecting their tickets. Sunday morning simply rip your tickets in half.
You keep one half and the other half goes in the bucket for the drawing. Good luck!

Must be present on Sunday at 11:00am to win!

QR Codes

SUPER TECH

- Some times having everything on your phone or tablet can be convenient. We understand that. You are now able to download each convention day's schedule onto your mobile device to ensure you are in the loop for that days activities.
- Using a QR Code Reader App, scan the codes above and watch as each day appears!

Wednesday

Thursday

Friday

Saturday

Sunday

Kids Kamp

HAVE YOU JOINED OUR TEXT CLUB YET?

116 of your friends have!
Receive updates and urgent messages concerning WACO on your phone!

Simple Text "WACO" to 25827



/wicampgrounds



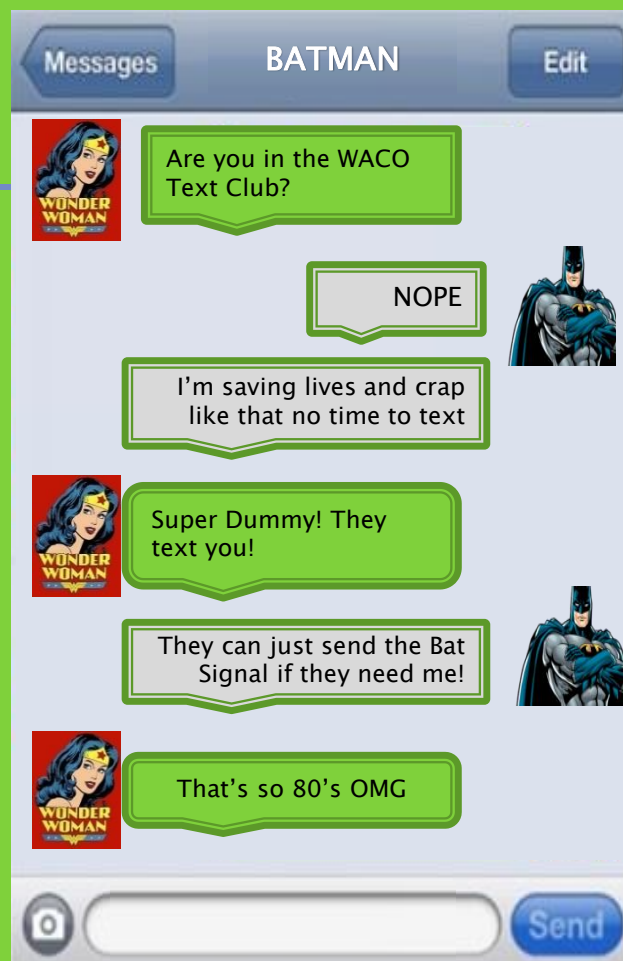
@wicampgrounds



@wicampgrounds



/wicampgrounds



wisconsincampgrounds.com
wisconsincampingrentals.com

Feelin' Social? Tag Us!

#CampWithWACO

Super Package
\$1000 in Cash
Website highlight
Executive Suite at the Holiday
Inn for 4 nights at next years
convention!

SCHEDULE

WEDNESDAY, MARCH 13TH

Please note that there will be three different daylong classes available. *Must preregister**

- 8:30am – 4:00pm ServSafe – Harvest Room
- 8:30am – 4:00pm CPO Pool School – Cyndi Robertson – Stonefield Room

	Harvest Room	Woodland Room	Stonefield Room	Banquet Room	Trillium Room
8:30 am – 9:30 am	ServSafe (8:30am–4:15pm) **NEW Programing Kama Teske <i>Participants should bring their own devices with internet access capability.</i>	Super Face Book Ads Renee Sommer Learn how to get the best BANG for your buck	CPO – Pool School Cyndi Robertson (8:30am-4:15pm) <i>**Please note that lunch will be from 12:00pm – 12:30pm if you registered for this course.</i>	Kari Buffalo <i>Store merchandising and Design ideas</i> <i>Discover how to present , use color and repurpose!</i> <i>Full day session</i>	THE MAN CAVE Tools- Equipment- Maintenance
9:45 am – 10:45am		Super Hero home and business balance Renee Sommer			The Man Cave Manly Poop Brian Patton
11:00am – 12:00pm		Super BINGO! Carla Brown			The Man Cave Electrical Options, Ideas and savings
12:00pm - 1:30pm	Lunch & Learn - Banquet Room- What does Brown Do for YOU Developing Super Relationships! Learn how the Gilbert Brown Foundation works with WACO by developing relationships with WMC, WRVA & Severson& Associates. Lunch Sponsored by: Gilbert Brown – Pizza Donated Presentation by Lori Severson & Janet Evans Great River Harbor \$1 Auction & other new fundraising ideas				
3:15pm - 4:15pm	ServSafe (8:30am–4:15pm) Kama Teske	Craft Creations Panel Julie Michaels Scenic Ridge Shelly Jellystone Fort Atkinson Ideas and patterns for awesome crafting - Adult crafts information	CPO – Pool School Cyndi Robertson (8:30am-4:15pm) <i>**Please note that lunch will be from 12:00pm – 12:30pm if you registered for this course.</i>	Kari Buffalo <i>Store merchandising and Design ideas</i> <i>Full day session</i>	The Man Cave- Bud Cracker Barrel
4:00pm	Cash Bar Opens				
5:00pm	Bus Trip to Bull Heads \$25 Per Person Bus Bull – contest for the Best Bus Idea! Earn tickets for Super Package on the bus & just for attending! <i>Bus will be back by 8:00pm latest – More information on the next page!</i>				
8:00pm	Meet in the Little Bar for some socializing and “Get-to-know-you” New Owners and EVERYONE WELCOME & Cracker Barrell Networking Bingo Meet and Greet – Match up new owners with experienced owners!				

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

SCHEDULE

WEDNESDAY, MARCH 13TH

Sessions Held at Holiday Inn Express

DIGITAL MARKETING	CONFERENCE ROOM
<p>8:30 am – 11:30 am</p> <p>Our Presenter Udo F. Misch is one of the founders of NeoCloud Marketing, a new media and internet marketing firm located in Southeastern Wisconsin and PUK Digital, a digital marketing firm with a national presence in the automotive marketing industry. He is a technology entrepreneur, digital strategist and marketing professional.</p>	<p>This workshop is for business owners and entrepreneurs who want to improve their online presence and overall effectiveness for their business in an increasingly competitive environment.</p> <p>Managing your website, staying current with Social Media, and developing attention getting headlines to increase opening your emails requires your time and attention to detail. The task of staying current does not have to be over powering. In this workshop you will learn:</p> <p>How to make your website more relevant by learning search engine optimization (SEO) and search engine marketing (SEM) best practices. These best practices will be presented to differentiate the correct from the incorrect.</p> <p>Social Media leaders are becoming a primary awareness building vehicles for both large and small businesses. You will learn how to encourage engagement, which leads to interest, and potentially favorable action. You will also learn what not to do to avoid audience indifference.</p> <p>Email marketing is designed to drive favorable action. This can include immediate purchase to an appointment confirmation. Email marketing, when done well, also includes:</p> <p>Subject lines to get attention</p> <p>Images to increase attention and readership</p> <p>Release of emails when they will have the best chance for opening</p> <p>Different types of newsletters to increase engagement</p> <p>Using email effectively with social media</p> <p>Join us and learn what the major trends are impacting the ever increasing digital world. Importantly, what you can do to capitalize on these trends to grow your business.</p>
<p>12:00pm - 1:30pm</p> <p>AT Holiday Inn Conference Center</p>	<p>Lunch & Learn - Banquet Room- What does Brown Do for YOU</p> <p>Learn how the Gilbert Brown Foundation works with WACO by developing relationships with WMC, WRVA & Severson & Associates. Lunch Sponsored by: Gilbert Brown – Pizza Donated</p> <p>Presentation by Lori Severson & Janet Evans Great River Harbor</p> <p>\$1 Auction & other new fundraising ideas</p>
<p>1:30 pm - 4:15pm</p>	<p>Super Tried & True Activity Ideas – Eileen Vaughn</p> <p>Brainstorm your next years super activities and learn from 25 years of experience in the business</p>

BUS TRIP TO BULLHEADS

WEDNESDAY, MARCH 13TH 5:00PM – 8:00PM

\$25/ Person Please Pre-register!

**Earn 20 Super Tickets
by attending this event!**

*Sign up early!
Limited to two
buses only!*

Raffles

Socialize and idea exchange with your favorite WACO family!

Your \$25 Ticket includes:

- Dinner at Bullheads, transportation on the bus, and a personal drinking glass
Dinner: Chicken, coleslaw, mashed potatoes, dinner roll & coffee.

Schedule:

5:00pm (*sharp*) Depart Holiday Inn

5:30pm – 5:45pm Introductions and Mentoring assignments

5:45 pm Chicken Dinner

6:00pm– 7:00pm Super Shark TANK

**WACO Fundraiser &
Educational Event!**

Super Shark Tank – Sharks Paul Bambi–Bud Styer–Adam Malsack –Lori Severson–Sarah Brish

- Write down your idea and hand it in to the sharks – they and the audience will determine if they think you should fly like Superman with it or Pound it down like Thor!
- You get 20 Super Tickets just for participating no matter the outcome!
- Only so many will be selected based on time to get them in early!

\$1 Progressive Auction

Support your fellow Members –River's Edge is a member! Besides the great food another reason we go there!

BULLHEADS

3368 Campsite Drive, Stevens Point, WI 54482

715-344-5990

River's Edge Campground has a bar adjacent to the campground...

Bullheads Bar & Grill will be our host for this event & will provide the meal that is included in your ticket. Jerry's 30+ years experience with bars will make this educational.



Holiday Inn Stevens Point - Convention Ctr
1001 Amber Ave, Stevens Point, WI 54482

- ↑ Head south on Amber Ave toward Woodland St
48 s (0.2 mi)
- > Take I-39 N/US-51 N to Casimir Rd in Hull. Take exit 163 from I-39 N/US-51 N
7 min (6.2 mi)
- > Take N 2nd Dr and N Sunset Dr to Campsite Dr N in Dewey
9 min (5.7 mi)

Bullheads Bar & Grill Restaurant
3368 Campsite Dr, Stevens Point, WI 54482

SCHEDULE

THURSDAY, MARCH 14TH

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	Swimming Pool Code Q&A	Larry Brownfield North American Data	CPO – Pool School Cyndi Robertson (8:00am-4:00pm)	Super Brainstorming Campground Activities Kristen Valk	Tricks of the Trade that lead to Effective Engagement with Government Nancy Mistele
9:45am - 10:45am	Building a Cabin Jerry Anderson Building Inspector for State of WI.	Seasonal incentives Ideas to get your seasonals motivated and involved in activities and fundraising.		Super Responses to Social media Kristen Valk	Cracker Barrel On IT Fun Stuff With Adam Malsack, Ben Stefan
11:00am - 12:00pm	Electric Demand Charges Patrick Gatterman	Campground Expansion DATCP Mary Ellen Bruesch Ask Mary Ellen questions individually at her booth – here in and out today!		Training games that work in campgrounds Kristen Valk	Ideas Outloud Brainstorming fun With Bud & Lori
12:00pm - 1:45pm	Lunch served in the Banquet Room Color Guard Presentation Invited AWARDS Participants Jim Kaplanek, Reed McMcRoberts, Mary Ellen Bruesch, Mike Koles, Nancy Mistele, Holiday Inn Staff, Sarah Brish				
2:00pm - 3:00pm	Bud Wiser Session Mr. Bud Q&A Ask any question	Supermans Xray Vision Report Card Worse violations and how to correct them Q&A Kara Paul	CPO – Pool School Cyndi Robertson (8:00am-4:00pm)	Super Guest Services Kristen Valk	Hidden in Plain site Drugs & Your Campground Mike Lucas
3:15pm - 4:15pm	Inspection Reports James Kaplanek Section Chief for Retail Food and Recreational Technical Staff and Field Services	Brainstorming & Beer Everything you wanted to know about....Golf Cart Rentals Jim’s Golf Carts		Kryptonite –Working with family Kristen Valk	Bed Bugs Ted Tuchalski

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

SCHEDULE

THURSDAY, MARCH 15TH

4:15pm	Cash Bar Opens – Beer Tasting & Root Beer Tasting by Point Brewery
5:00pm	STEAK FRY! Along with your favorites! Brought to you by our Own Super Heroes – your Board of Directors! <i>*Sponsored by Reinhart Foods & Brakebush – Badger Popcorn Popcorn Bar – Hey Popcorn Guy</i> (Included with your registration) Served to you by the WACO Board of Directors! Beer, Brats, Hamburgers, Hotdogs, Baked Beans, Salads, Chips, Pickles 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/ Bert Davis ARVC Representative State of the Industry ARVC Benefit Trivia ...Play for Tickets to win Super Package or Teen Redemption!
7:00pm - 8:30pm	PAC Auction with the Weiss Family 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!• Champions Club 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 with Hotel accommodations• Gold Helmet Autographed by Multiple Players• Clinton Dix & Davante Adams signed Merchandise  DOLLAR AUCTION!

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

SCHEDULE

FRIDAY, MARCH 15th

	Harvest Room	Woodland Room	Stonefield Room	Banquet Room	Trillium Room
8:00am - 9:30am		Septic Systems Q&A HighCliff Consulting Emery Palmer <i>Well issues such as low pressure or volumes will also be covered. Along with basic septic issues.</i>	Mike Koles Wisconsin Towns Association Executive Director Working with your town	<i>Gilbert's Gang</i> <i>Funraising ideas</i> <i>Pick up your sales materials for the year</i> <i>Gather ideas! Janet Evans & Lori Severson</i>	RV Industry Data & Information Amy Bliss
9:45am - 10:45am	Cory J Zickert Sponsor Senior Aquatic Manager/Owner Managing your pond	Running Your Kids Program Krystal Pracki	To Be or Not to be a Super RV Dealer Adam Malsack	Claims Process & Responsibilities of all parties Sponsor Ryan Laber Rex Dachenbach	Panel on Event planning Wade Asher Benny Anderson Carrie Geary
11:00am - 12:00pm		Inspection Reports James Kaplanek Section Chief for Retail Food and Recreational Technical Staff and Field Services	Current Electrical Code Update Wade Elliott Sponsor	No Seminar Meal preparation	What's Your Campground Worth? John Jaszewski Sponsor <i>Developing your 3 year plan, Preparing your margins, books & money!</i>
12:00pm - 1:00pm	Lunch served in the Banquet Room Britney Rockwell				Awards & Words
	Trade Show Open (More information on next page) <i>Super Hero's FREEZE Play! EVERY 15 minutes! IF you are shopping at the supplier we call out you get a chance to win \$1000 to spend at any supplier – your name goes in the drawing pulled out at the supplier appreciation dinner!</i>				

BEER SPONSORS

MOUSE MIX
 GAMA SONIC SOLAR LIGHTING
 YOUR ELECTRICAL SOLUTIONS



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

TRADE SHOW

FRIDAY, MARCH 15th 1:00PM – 7:00PM



Keep your registration costs low by shopping with these vendors!

Appearance by the:

Wisconsin Badgers Marching Band

to kick off the Trade Show at 1pm!



Kids Kamp
Super Hero Parade
Kids Kamp Judge Vendor Booths



Beer starts at 5:00pm

Located at stations in the EXPO AREA

Shop & enjoy your favorite
beverage at

MOUSE MIX

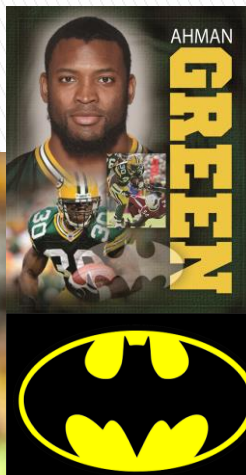
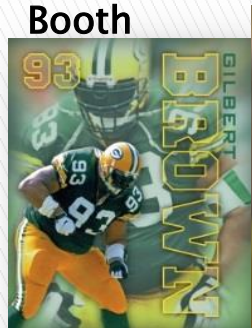
**GAMA SONIC SOLAR LIGHTING
YOUR ELECTRICAL SOLUTIONS**

Get \$1000 to spend at the trade show on Saturday just for shopping Friday!

BUY.... BUY... BUY....WHY...WHY...WHY?

Our suppliers need to take orders back to their offices to make the business piece work! They are the reason we have a great show with amazing opportunities. Please help our show be the best we can be by asking any supplier you work with to show you their WACO TRADE MEMBER Card – Please thank our suppliers by buying at the show!

Davante Adams
Scheduled to appear.
At the Gilbert Brown Foundation
Booth



**Buy from 10 Suppliers
(your suppliers will stamp
your Super card)to get a
free autograph ticket.
Purchase from 15
suppliers and get a photo
& autograph!**

Campground Drawing to spend \$500 at any of these Show Sponsors:

- | | |
|-------------------------|-------------------------|
| • Properties Plus | * Covera Insurance |
| • Jim's Golf Carts | * Harris Golf Carts |
| • Vista Royale RV Sales | * Severson & Associates |

If you have purchased from that booth you will be in the drawing for
\$1000.00 EACH DAY to purchase items at the trade show.!

Pay OR PLAY

SCHEDULE

**Dress Crazy for your
super power
For more chances to
win Super tickets**

Hate playing games? Pay
to make someone else!

FRIDAY, MARCH 16th
(Following the Auction)

Friday Night Entertainment SUPER FUNNY HEROS NIGHT

DINNER BUFFET AT 7PM:

\$1000.00 Vendor/Campground Drawing

Gilbert Brown Host

Vendors join for Dinner – Free Booth Drawing

Must be present to win!

WING SPAN FOR \$50 ...get your chance to win a pair of
Packer Tickets or \$1000 in WACO Bucks!

- Play games like:
- Hulk Punch a bunch
- Super hero target shoot out
- Thor Smash
- Wonder Woman Lasso Competition



Prizes valued at over \$1,000!
Some....not so much!

Evening Auction – Silent Auction Closes at 9:30pm
Basket Winner decided! See what campground walks away
with \$500 to spend at the trade show (\$5K sponsors)

Check out our Live Auction items! Especially for Friday
night!

- Vacation Package for RCI Vacations
- Aaron Rodgers Merchandise
- Watch for additions!



Check out the silent auctions! Some tables closing tonight!

SCHEDULE

SATURDAY, MARCH 16th

Bloody Mary Bar – In Coverra Insurance Booth starts at 9:30am

ANNUAL MEETING

Scott Kollock- Call to order
Secretary's Report – Approvals
Treasurer's Approvals
Nominations from the floor
Nominations
Elections
PAC Report
ARVC update
Any other new business
Adjourn

Celebration & WACO Updates

Board Member Recognition



Learn where the organization has been & where we are going!

Saturday Trade Show

9:30am – 4:30pm

Greatest Show on Earth!

Remember placing orders at this show keeps your convention costs down!
Please support our suppliers who support you! Please thank your sponsors!

Grab-and-Go Lunch served in the Banquet Room

Vendors Welcome!

3:00PM DRAWING

\$1000 VENDOR Drawing – If you bought from the vendor called you win \$1000 to be spent at the Trade show.

Must be in the trade show area to win!

Be sure Mr. Freeze Catches you - \$500 to the big winner at 3pm!



SCHEDULE

SATURDAY, MARCH 16th

Everyone who attends get 20
Super Tickets!

WACO AUCTION 5:30PM – 7PM

- Golf Cart from Jim's Golf Cars
- Golf Cart from Harris Golf Cars

*Buy your bottle of wine for \$10 –
you could be a big winner!*

Wine & Cheese
While it lasts starting at
5:15 !

Hall of Fame Inductee

DINNER Begins at 7pm

- Memory Slide show
- Hall of Fame Inductee –
- Hall of Fame Volunteer Inductee
- Board Member Introduction
- Drawings – Silent Auction closes at 7:30PM

PROGRAM AT 7:45



Billy Riggs MAGIC & MOTIVATION

Billy Riggs has been called "The Dr. Phil of Magic," and "a psychologist masquerading as a comedian and magician." He was voted one of America's Top Five Most Entertaining Speakers & is called a DIS-illusionist!

As a highly skilled orator Billy moves audiences to action with his message of hope and inspiration. Add in his talent as a master magician, illusionist, and spellbinding entertainer, and he delivers a presentation that audiences will remember long after the event ends. Billy's presentations change lives, improve attitudes, turbocharge sales, and inspire exceptional service. His presentation is geared towards keeping your energy and enthusiasm going strong long after the 4th of July!

Your accounting team will be ready for you to check out until 9pm tonight. Please settle up prior to 9am Sunday.



SUNDAY ROUND TABLES

SUNDAY, MARCH 17th 9:00AM – 11:00AM

Stay seated at your table – Speakers come to you!

Join a table and speakers will come to you with their topics! Less tables so you will have time to ask any questions you like! The speakers come to you so you will hear every topic!

- IT Ideas - Ben Stefan
- Get Bud “Wiser” Bud Styer
- Membership Value Bert Davis/Lori Severson/Christine/Carla
- Store Best Sellers Jim Button/Hannah/Tia Anderson

Get the Campground Owner Bible at NO Charge at this session! Everything you need to run your campground in one binder. Add tabs as new information becomes available!

Super Ticket Package

\$1000 in Cash drawing at 11am

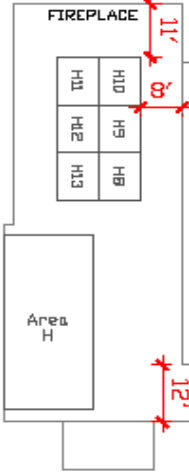
Website highlight
Executive Suite at the Holiday Inn for 4 nights at next years convention!

KIDS KAMP GRADUATION



Pick up hand outs that are still available – Drop off your badges
Say our good lucks & farewells

End of Conference Drawings



FLUKE AREA

WISCONSIN ROOM
BAY/BA ROOM

Little Bar

Hall Way

OUTSIDE AREA
DISPLAYS
#1

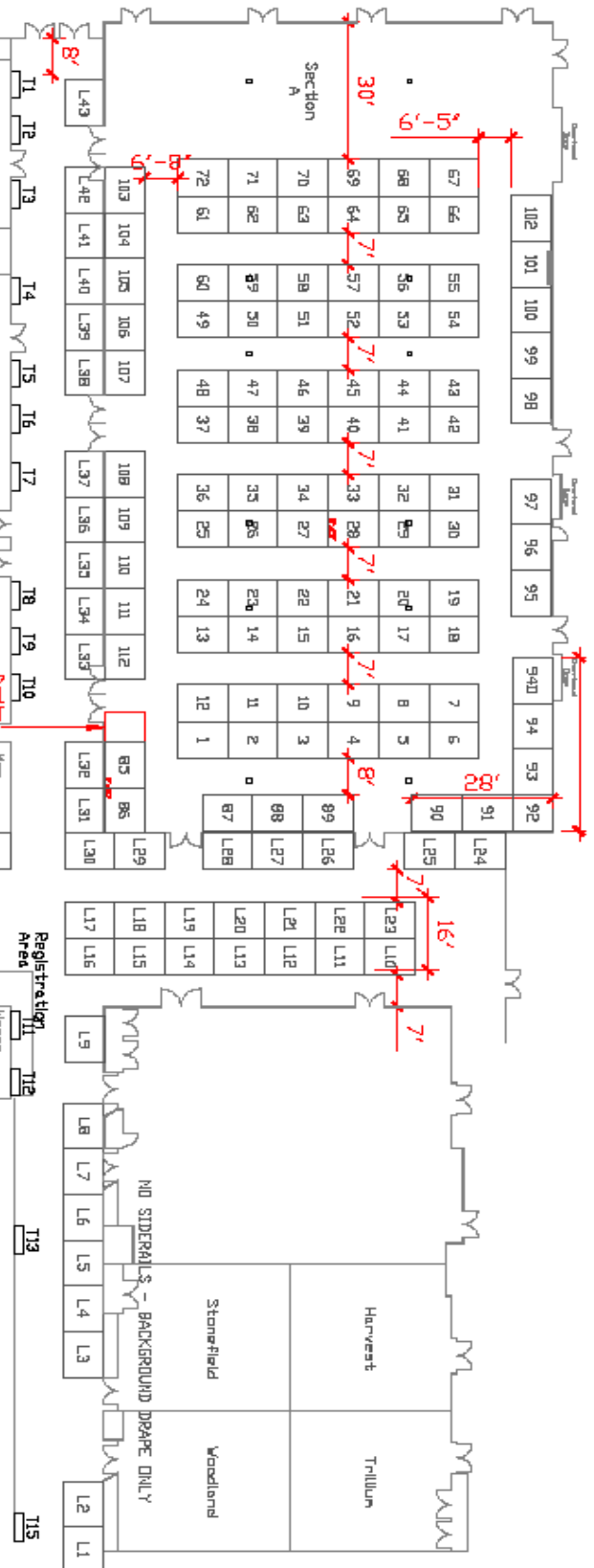
MAIN
ENTRANCE

Supplier
Registration
Men
Women
Registration
Campground Demos
Conference Schedule

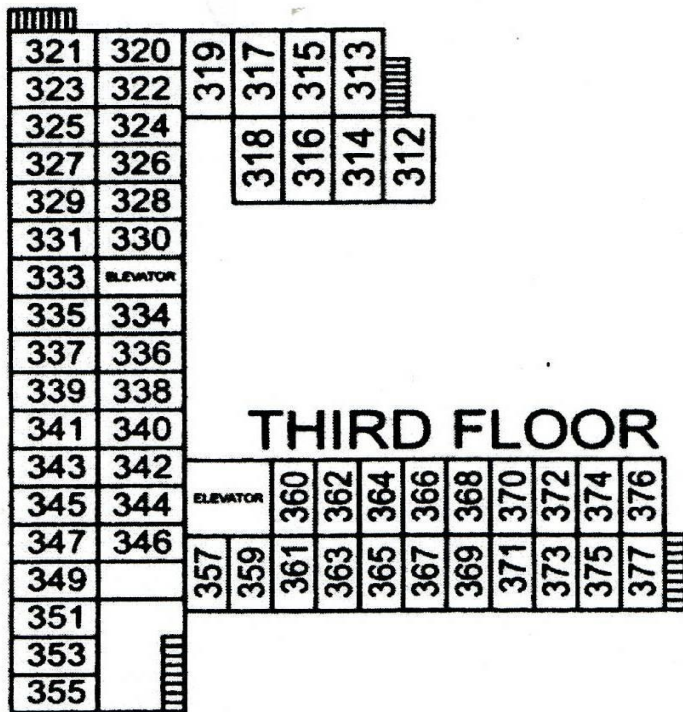
OUTSIDE AREA
DISPLAYS
#2

OUTSIDE AREA
DISPLAYS
#3

WACO Convention
March 14-18, 2018
Holiday Inn - Stevens Point

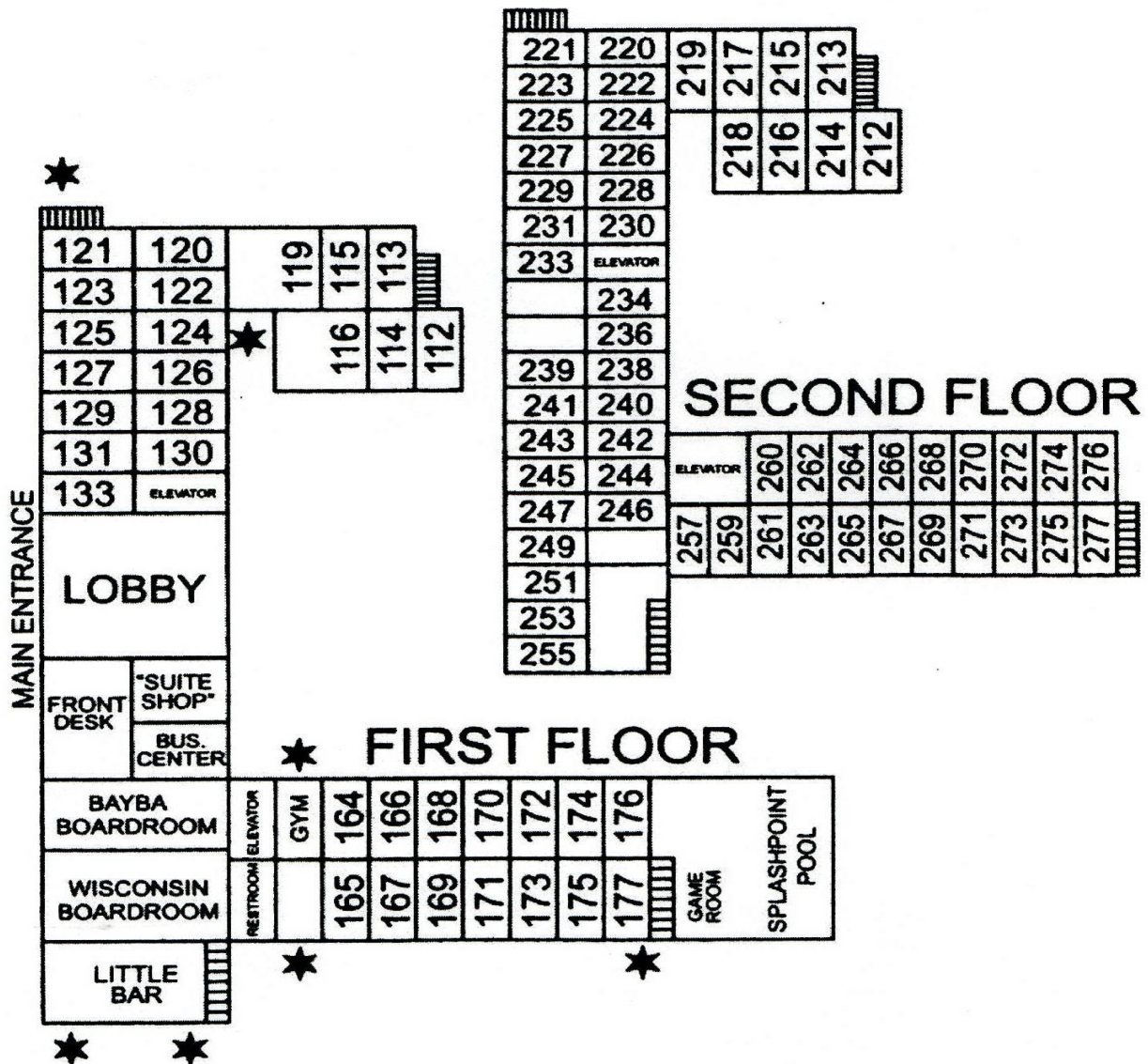


Harvest
Trillium
Stonefield
Woodland
Ruey's
NO SIDERAIL \$ - BACKGROUND DRAPES ONLY



★ EXIT

HOTEL LAYOUT





Tickets	Ways to earn your tickets! More to come!
20	For participating in any class at WACO
10	Marching with the Wisconsin Badgers Band
20	Dress as a superhero and march with the Wisconsin Badgers Band
20	Make a video of the marching band & Kids for WACO turn it into WACO staff
20	Interview a vendor about their products and services – tell how you would use it in your campground–Make a video to turn into staff
20	Interview a Board member Video why they like being a part of WACO
20	Interview a guest coming from out of State video it and turn it into a WACO staff member
20	Interview a kids Kamp participant video it and turn it into a WACO staff member
10	Organize the “Wash your hands” session with Kids Kamp
20	Run a craft session for the Kids Kamp
20	Get caught doing something with your superpowers!
10	Be helpful to a staff member
15	Get caught asking a campground member to help



Am I a Teen or a Tween? You can be any age! Just pick the tasks you are able to do by yourself – no matter how few or how many! Age is just a number! If you can do the job – just like in your campground – you are old enough!

Here's how it works! Earn your tickets to determine what order you will redeem your tickets in! Then pick your prizes on Saturday night at 6:30pm

Partial listing of prizes	
Playstation 4 cards	
Itune cards	
Ear Buds	
Gift Cards	
Movies	
Speakers	
Best Buy Gift Cards	