

TUESDAY, 8/8

Time	Event	Location
7:00a - 8:00a	Morning Coffee	Paris Foyer
7:30a - 5:00p	Registration Desk & Info Desk Open	Paris Conf. Center
8:00a - 8:50a EDUCATION	Today's Service-Based POS Reseller Presented by: Michael Carey	Bordeaux
	POS Dealers as "Endless Aisle" Mobile Customer Engagement Consultants Presented by: Tom McCole	Burgundy
	CNP vs. CP: How Mobility and Better Security Can Reduce Costs and Boost Your Business Presented by: Ben Wagner	Chablis
	Positioning Your Products & Services Around the "Customer Experience" Presented by: Joel Doherty & Gregg Brunnick	Loire
	Stories from the Cloud: Selling to SMB Moderated by: Jim Roddy // Panelists: Frank Caron, Alex Fala, Herman Man & Josh Sullivan	Versailles 1-2
	How You Can Weather the Consolidation Storm Presented by: Matt Downs	Versailles 3-4
9:00a - 9:50a EDUCATION	Digital Marketing Strategy – Digital Practices for Reaching Customers Presented by: Christy Thompson	Bordeaux
	An Appetite for Apps: How Software is Radically Reshaping Businesses Presented by: Mark Schulze	Burgundy
	How to Prevent Your Customer From Being the Next Cybercrime Headline Presented by: Bill Black	Chablis
	Benefits of Offering Wireless LAN Presented by: Duane Roebuck	Loire
	Understanding Consumer Demands and How Retailers Need to Deliver Presented by: Henry Helgeson & Rachel Trueblood	Versailles 1-2
	The Magnificent Margin Stack Presented by: Bruce Mann & Jami Interdonato	Versailles 3-4
10:00a - 11:45a	Plenary Session & Awards Keynote Speaker: Erik Qualman	Champagne Ballroom
Featuring:	RSPA Vendor Awards of Excellence, RSPA Hall of Fame & H.O. Whistler Awards & Passing of the Gavel	
12:00p - 6:00p	Expo Hall Open Lunch: 12p - 1p Photo Booth: 12p - 6p Reception: 4p - 6p	Paris Ballroom

SATURDAY, 8/5

Time	Event	Location
8:00a - 4:00p	RSPA Board Meeting	Skyview 2
2:00p - 7:00p	Registration Desk & Info Desk Open	Paris Conf. Center
6:00p - 9:00p	Vendor Partner Training Meetings	See Info Desk
6:30p - 8:00p	Chairman's Reception (By Invitation)	Skyview 1

SUNDAY, 8/6

Time	Event	Location
8:00a - 8:00p	Registration Desk & Info Desk Open	Paris Conf. Center
8:00a - 1:00p	RSPA Scholarship Golf Tournament Transportation Departs to Course @ 6:45a Pick-up Location: Tour/Airport Shuttle Pick-up	Bear's Best Golf Course
8:00a - 5:00p	Vendor Partner Training Meetings	See Info Desk
4:30p - 5:00p	New Member Orientation (New Members & 1 st Time Attendees)	Loire
5:00p - 6:00p	New Member Reception (New Members & 1 st Time Attendees)	Paris Foyer
6:00p - 7:30p	Welcome Reception	Versailles & Foyers
8:00p - 12:00a	Vendor Partner Hospitality Events	See Info Desk

MONDAY, 8/7

Time	Event	Location
7:00a - 8:00a	Morning Coffee	Paris Foyer
7:30a - 7:00p	Registration Desk & Info Desk Open	Paris Conf. Center
8:00a - 10:00a	Welcome + General Session w/ Tom Reichart & Keynote Speaker: Bill Garcia	Champagne Ballroom
10:15a - 11:30a	RSPA Annual Membership Meeting & Board of Directors Election	Champagne Ballroom
Featuring:	PCI/Data Security Panel - Panelists: Lauren Holloway, Mark Shelhart & Adam Sommer	Champagne Ballroom
11:45a - 12:45p	Networking Lunch	Versailles
1:00p - 2:00p	Plenary Session: RSPA Shark Tank Moderated by: Kevin Kogler // Panelists: Luis Artiz, Velda Goodin, Marty Hodgett & Uwe von Serhwald	Champagne Ballroom
2:15p - 3:15p	Plenary Session: Industry Update Featured Speaker: Bob Goldberg, RSPA Counsel	Champagne Ballroom
3:30p - 7:00p	Expo Hall Open Photo Booth: 3:30p - 7p	Paris Ballroom
7:30p - 9:00p	Vendor Partner Hospitality Events	See Info Desk

AGENDA CONTINUED

TUESDAY, 8/8

Time	Event	Location
6:30p - 7:30p	NextGen Cocktail Hour	Giada <i>(The Cromwell Hotel)</i>
Open Evening	Vendor Partner Hospitality Events	See Info Desk

WEDNESDAY, 8/9

Time	Event	Location
7:00a - 8:00a	Morning Coffee w/ Continental Breakfast	Paris Foyer
7:00a - 12:00p	Info Desk Open (Registration Desk Closed)	Paris Conf. Center
8:00a - 9:15a EDUCATION	W2W Community Event Presented by: Hilary Corna	Versailles 1-2
	The Ins and Outs of Payment Facilitation Presented by: Holli Targan	Bordeaux
	Hunter VS Gatherer: "The New Model of Selling POS" Presented by: Dan Brattland	Chablis
	18 Ways Leading POS Resellers Provide Superior Value to Their Merchants Presented by: Jim Roddy	Burgundy
	Will You Be in Business in 5 Years? Not If You Don't Make Changes Now Presented by: Bill Bradley, Bill Draper, Jeremy Julian, Chris Rumpf & Jordan Thaeler	Versailles 3-4
9:30a - 10:45a EDUCATION	How to Make Payments Pay Off Presented by: Paul Kirk	Bordeaux
	Achieving an Optimal Outcome - Preparing to Sell Your Business Presented by: Jeff Riley	Burgundy
	Forget PCI: Help Your Merchants Secure Your Business Presented by: James Zou	Chablis
	Business Transformation for the Cloud and IOT Presented by: Michael Fleetwood	Loire
	The Next Generation in Payments: Properly Preparing For the Future Moderated by: Ryan Williams Panelists: Jeremy Julian, Matt Ozvat & Mike Wior	Versailles 3-4
11:00a - 12:15p EDUCATION	Managing Payments: Sourcing Profitable Partnerships and Avoiding Pitfalls Presented by: Chris Dryden	Burgundy
	PCI SSC Session Presented by: Marc Bayerkohler	Bordeaux
	Business Builders: SMB Sales Growth Workshop Presented by: Mark Frasco	Chablis
	How to Capture More MRR from Your Existing Customers Presented by: Brandon Knight	Loire
	Value-Added Solutions: The Key to Customer Retention Moderated by: Patrick Turiano Panelists: Chas Gannon & Christina Ziegler	Versailles 3-4
11:00a - 12:15p	Canadian Community Event	Versailles 1-2
12:00p - 1:00p	Grab N' Go Lunch	Paris Foyer