



SCHEDULE AT-A-GLANCE (subject to change) *Additional Fee & Registration Required

SATURDAY, NOVEMBER 3, 2018

12:00pm - 5:00pm **NEW!** Sightseeing Excursion: Philadelphia Segway Cheesesteak Tour* Sign up by calling: (253) 983-0515

SUNDAY, NOVEMBER 4, 2018

8:00am - 7:30pm Registration Open *Sponsored by GRECH*
 9:00am - 10:30am NLA Hosted Association Presidents' Meeting *By invitation only.*
 10:30am - 1:00pm **NEW!** LCT Chauffer Rodeo
Sponsored by LANCER
 10:30am-4:30pm Bill Faeth's 1-Day Boot Camp Morning segment 10:30am-1:00pm and Afternoon segment 2:30pm-4:30pm*
 11:30am - 1:00pm **NEW!** Women's Luncheon and Private Cooking Class* Sign up by calling: (253) 983-0515
 1:00pm - 2:30pm B4 Business Networking Program* **B4** Sign up by calling: (253) 983-0515
Sponsored by
 2:40pm - 4:20pm Employee/ Owner Training Workshop: How To Be The Boss Everyone Wants To Work For
 2:40pm - 4:20pm Employee/ Owner Training Workshop: Five Keys To Service Excellence
 4:30pm - 5:30pm **Official Show Kickoff: Behind the Curtain:**
 An Intimate Conversation With Legendary Industry Trailblazers
 5:30pm - 7:30pm **Exhibit Hall Sneak Preview & Welcome Reception**
Sponsored by GRECH
 7:45pm - 9:00pm Open Table With The LCT Team* Sign up by calling: (253) 983-0515
 9:00pm - 12:00am **NEW!** Ho'Down, Throw Down Country Western Party
Sponsored by the Exhibitors

MONDAY, NOVEMBER 5, 2018

8:00am - 7:00pm Registration Open *Sponsored by GRECH*
 8:00am - 8:55am Association and Affiliate Private Meetings
 9:00am - 5:00pm **NEW!** Guest/ Spouse All-Day Experience: Heart Of Cape May & Wine Tasting Excursion* Sign up by calling: (253) 983-0515
 9:00am - 9:50am **Concurrent Sessions**

- Bus Session: It's Not The Wild West Anymore- Are You ELD Compliant?
- Fundamental Session: Keys To A Strong Fleet Maintenance Program
- Advanced Session: Roundtable Discussion: Strategies To Manage Your Overflow And "Spur" Your Company's Growth

 9:55am - 10:45am **Concurrent Sessions**

- Bus Session: Out With The Old, In With The New: When To Buy, Sell, Or Trade Your Bus
- Fundamental Session: Roundtable Discussion: Mapping Out Your Business Plan To Maximize Future Success
- Advanced Session: Roundtable Discussion: Riding Towards The New Frontier: Innovating For The Next Five Years And Beyond

 10:50am - 11:50am Keynote Session: If You Can See It, You Can Be It
 12:00pm - 5:00pm **Exhibit Hall Open**
 12:00pm - 1:00pm Attendee Lunch Reception in The Exhibit Hall
Sponsored by GRECH
 1:30pm - 2:00pm Campfire Session: How To Vet Affiliates
 2:30pm - 3:00pm Campfire Session: Ideas For Effective Employee Incentives
 3:30pm - 4:00pm Campfire Session: Handling Drug Testing With Your Employees
 4:10pm - 5:00pm Concurrent Sessions

- Winning In The Insurance Game: Selecting Insurance Options And Keeping Premiums Low
- Roundtable: Creative Cost Cutting Ideas You Can Implement NOW!

 5:30pm - 7:00pm People's Choice Awards and NLA Charity:
 Denim N' Diamonds
Sponsored by
 10:30pm - 1:00am Premier Monday At the Borgata! A Nightclub Networking Experience

TUESDAY, NOVEMBER 6, 2018

8:00am - 2:00pm Registration Open *Sponsored by GRECH*
 8:00am - 8:55am Association and Affiliate Private Meetings
 9:00am - 9:50pm Round Table Session: Developing Retail Packages In Your Market
 10:00am - 11:00am **Concurrent Sessions**

- Motorcoach Marketing Tips That Drive \$\$\$
- Digital Marketing Success On A Tight Budget

 11:00am - 2:00pm **Exhibit Hall Open**
 12:00pm - 1:00pm Attendee Lunch Reception in the Exhibit Hall
Sponsored by GRECH
 2:10pm - 3:00pm Stop Client Turnover: How To Retain And Win Back Clients
 3:10pm - 4:00pm Everyone Sells! From Chauffeur To Dispatcher - How To Turn Your Entire Team Into A Selling Machine