

August 2016

## **2017 Manufacturer / Rep Sales Meetings In Las Vegas, Nevada**

The CISCA Convention + INTEX will be held March 26-30, 2017 at Mandalay Bay, Las Vegas, Nevada. The Independent Manufacturer Rep Sales Meetings have become an integral part of the CISCA convention and proven to be a very efficient and cost effective way for manufacturers to conduct meetings with their reps.

### **One Sales Meeting Period Per Company – Additional meetings may be scheduled as space allows**

Each company may reserve a meeting time slot. Requests for subsequent meeting times will be honored on a space available basis. Company must be a member of CISCA to reserve meeting space.

### **New Convention format and policy regarding meeting**

CISCA Convention activities will be held from 9 -11:30 am; 1 – 4 pm; and from 6:00 pm daily. No other meetings or events may be held during these hours.

The available times for Manufacturer/Rep Meetings are:

Tuesday, March 28 – 7:00 am - 9:00 am  
Tuesday, March 28 – 11:30 am – 1:00 pm  
Wednesday, March 29 – 7:00 am - to 9:00 am  
Wednesday, March 29 – 10:00 am – 12:00 noon

First priority will be given to companies that have conducted three (3) or more meetings and to those that exhibit at INTEX. Please confirm your intention to participate in the sales meetings and your preferred date and time to Shirley Wodynski, [Shirley.wodynski@cisca.org](mailto:Shirley.wodynski@cisca.org) at CISCA by January 10, 2017.

New companies requesting meeting times will need to select a preferred date and time period as well as a second option and list the firms they do not want to conflict with. They will be assigned after January 10 on a “first come, first served”, basis.

The fee for 2017 is \$750.00 for each slot if you are exhibiting at INTEX and \$1,500 if you are not exhibiting. Please fill out the attached form and email or fax with credit card information or send by mail to CISCA with your check. NOTE: FEE INCLUDES A PODIUM, LCD PROJECTOR, AND SCREEN WITH NECESSARY CABLING AND POWER. ALL YOU NEED TO BRING IS YOUR LAPTOP. (Please specify if your laptop is a MAC and if so what model).

If you have any questions, please don't hesitate to call me at (480) 303-9182 or CISCA headquarters. I look forward to seeing you in Las Vegas!

Sincerely,

Dave Vanosdall  
CISCA Director  
Independent Manufacturer Representative  
Lanton Associates, LLC

Shirley Wodynski  
CISCA Executive Director  
[shirley.wodynski@cisca.org](mailto:shirley.wodynski@cisca.org)  
630-584-1919

CISCA 2017 CONVENTION + INTEX  
**MANUFACTURER / REP SALES MEETING SCHEDULE**  
**LAS VEGAS, NEVADA**

**Take Advantage Of This Cost Effective Way To See Your Sales Force!**

**INTEX Exhibitors \$750.00 – Per Sales Meeting Timeframe**  
**Non-Exhibitors \$1,500 – Per Sales Meeting Timeframe**

**Registration Deadline March 1!**

The fee includes a meeting room for up to two hours at the Mandalay Bay Hotel. This schedule will be strictly enforced. Your fee also includes notices in CISCA pre-convention material and in the on-site program as well as a podium, AV package and projector.

When you've confirmed your intention to conduct a sales meeting and provided the date and meet time, please contact our catering/conventions services manager to assist you with your food and beverage requirements. Each firm is responsible for handling their own catering and A/V and payment arrangements directly with Mandalay Bay. **THESE ARRANGEMENTS MUST BE MADE BY March 1**

**Audio Visual and Catering Contact**

Callie Tommerup, CMP  
Senior Executive Meeting Manager  
Mandalay Bay Resort & Casino  
[Ctommeru01@mandalaybay.com](mailto:Ctommeru01@mandalaybay.com)  
702-322-5718

**We would like our meeting as follows:**

- Please show the date and time below (refer to available dates and times on the first page)

Day/Date: \_\_\_\_\_ Time (up to 2 hours): \_\_\_\_\_

- We request a second meeting time (if space is available). Preferred date and time: \_\_\_\_\_

Alternate time: \_\_\_\_\_

**IMPORTANT! Please list firms you do not want to conflict with meeting times:**

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

Name: \_\_\_\_\_ Email \_\_\_\_\_

Company: \_\_\_\_\_ Address \_\_\_\_\_

Business Phone: \_\_\_\_\_ Alternate Phone: \_\_\_\_\_

**PAYMENT:** Amount \$ \_\_\_\_\_

Visa/MC \_\_\_\_\_ Exp \_\_\_\_\_ CCV \_\_\_\_\_

Signature \_\_\_\_\_

Ck # \_\_\_\_\_