



MPI-Wisconsin Chapter Education

Thursday, April 14, 2016
Sheraton Madison
Madison, WI



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- Partner & Partner Guest Registration
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- Tell a Colleague

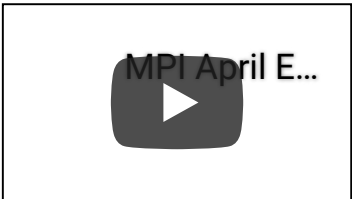
The Planner - Supplier Rumble!

CMP 101 & MPI 101

Let's get ready to rumble! **Join us in Madison on Global Meetings Industry Day** for a knockout session with **Shawna Suckow, CMP**. Shawna is a 20-year planner veteran who brings the planner and supplier together in a mock boxing match to discuss ways to improve industry collaboration in her presentation ***The Planner - Supplier Rumble!*** This is a match up you don't want to miss!

April 14th is also the first Global Meetings Industry Day (GMID), organized by Meetings Mean Business, and marks the expansion of North American Meetings Industry Day held last year. This global day of advocacy will spotlight the substantial value derived from business meetings, conferences, conventions, incentive travel, trade shows and exhibitions. **We are delighted to have Dawn Zanoni, CMM with the Wisconsin Department of Tourism with us to speak about this monumental day.**

After the session, be sure to join your MPI Friends for our closing reception, sponsored by the Sheraton Madison.



Shawna Suckow, CMP

Don't forget to visit one of our complimentary 101 sessions before lunch:

CMP 101 - MPI-WI, along with Madison College, have teamed up to bring an exciting

and unique learning experience to those planning to sit for the CMP exam. This month's topics will be Site Management and Financial Management.

MPI 101 - Are you new to MPI or would like to learn more about MPI and how to get involved? MPI 101 is the right place for you to be! New and veteran members welcome! Join us before lunch for this complimentary informative session!

Video Sponsor



Agenda

Thursday, April 14, 2016

Sheraton Madison

Madison, WI

— AM —

8:00 - 10:00 **Board of Directors Meeting**

10:00 - 12:00 **Registration**

10:45 - 11:45 **CMP 101**

10:45 - 11:45 **MPI 101**

— PM —

12:00 - 1:00pm **Lunch and Networking**

1:00 - 4:00 **The Planner - Supplier Rumble!**

Shawna Suckow, CMP

4:00 **Reception - Sponsored by Sheraton Madison**

Event Pricing

Member: \$55 (\$75 after 4/8/2016)

Non-Member: \$75 (\$95 after 4/8/2016)

Student Member: \$30 (\$40 after 4/8/2016)

The Planner - Supplier Rumble!

This session starts in an engaging way that immediately encourages all participants to let down their guard. The panel settles into a candid discussion about issues selected right from the audience members themselves via an anonymous poll. The session is a lively, matter-of-fact discussion with the audience encouraged to participate as well. It all ends with some words of encouragement about how we all can strive to build better relationships, and it never has to feel like a "face-off." We're all on the same side: the side of serving our participants with the best possible event experiences.

Learner Outcomes:

- Learn how planners & suppliers think and approach situations differently
- Learn how planners prefer to be approached and marketed to, and how they make buying decisions
- Learn how suppliers judge the value of a piece of business, and how planners can make their meetings stand out to potential partners
- Discover the biggest pet peeves of each side, and how to improve relationships

Speaker Bio:

Shawna Suckow, CMP, is a 20-year planner veteran who is now a professional speaker and author on industry-related topics and buyer behavioral shifts. She's also a consultant to suppliers who want to understand the buyer mindset, and how to market to us more effectively. www.shawnasuckow.com

CMP 101

MPI-Wisconsin is proud to offer CMP 101, which is a one-hour study session for those interested in taking the CMP exam. From January through May, facilitators will cover two domain topics per month. The sessions will include study tips, sample questions and focused topic presentations. This month's topics will be Site Management and Financial Management.

**MPI 101**

What opportunities are you looking to create with MPI this year? Attend our MPI 101 before Shawna's session and learn about the various opportunities to make the most out of your membership. Learn about what benefits are available to you, how you can volunteer and get involved, and have the chance to meet other members.

Location, Map, and Lodging

Sheraton Madison
706 John Nolen Drive
Madison, WI 53713
608-251-2300
[Property Website](#)

Cut-off Date: April 6, 2016

Room Rates: \$99.00

Dane County Humane Society

[Dane County Humane Society](#) is an "open admission shelter" whose staff and volunteers care for healthy and treatable animals. DCHS accepts all animals that need assistance no matter their age, health status, or temperament. DCHS guarantees that all healthy cats and dogs and those with treatable medical and behavioral conditions will

find new homes. They are proud to provide state of the art medical care and behavior enrichment programs. They see approximately 9,000 animals pass through their shelter doors every year including companion animals, exotic species, farm animals, and injured or orphaned wildlife. Dane County Humane Society takes pride in reuniting over 1,000 lost pets with their families each year, and being recognized as a leader in providing many services including humane education,



adoption services, and wildlife rehabilitation. Because of DCHS's ambition to welcome in thousands of animals on an annual basis they are always in need of donations. So, please "Be kind and provide" by bringing one or more of the following items to April's MPI-WI Chapter Education program.

- **DOGS** - Soft, Small Training Treats; Bully Sticks; Creamy Peanut Butter; Natural Balance Dog Food Rolls; Kong Stuff'N Easy Treat/Squeeze Cheese
- **CATS** - Canned, Ground Cat and Kitten Food; Clay or Clumping Litter (Unscented); KMR Milk Replacer & Nurser Bottles; Royal Canine Baby Cat Food (dry and can); Cat Toys; Slim Cat Food Dispensing Toy; Litter Boxes (Small & Medium)
- **CRITTERS** - Timothy Hay; Wood Chews; Rabbit Diet (Purina); Guinea Pig Oxbow (Cavy Cuisine / Performance); Plastic Dish Pans; Bird Seed (cockatiel, finch, parrot, parakeet)
- **WILDLIFE** - Evo Grain Free Cat and Kitten Food – Turkey and Chicken formula - dry kibble; Fluorescent UV Reptile Bulbs; Reptile Rock Bowls; Bird feeders and baths; Paper Towels
- **SHELTER SUPPLIES** - Disposable Nitrile Gloves – Medium and Large; Liquid Laundry Detergent; Scouring Pads; Heavy Duty Spray Bottles; Bleach; Dish detergent; Small and Large Ziploc Baggies; Quality White Copy Paper; Bright Colored Copy Paper; Pens, Post-its; File Folders (red and blue)

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Registered Users:

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