

27th ANNUAL MIDWEST PAWNBROKERS CONVENTION

Tentative Schedule of Activities

FRIDAY, MAY 18, 2018

5:00 p.m. – 7:00 p.m. Welcome Cocktail Reception

SATURDAY, MAY 19, 2018

9:00 a.m. -12:00 p.m. Exhibitor Set Up
8:00 a.m. - 9:00 a.m. **SEMINAR 1. PSYCHOLOGY OF SALES**
9:00 a.m. -10:00 a.m. SEMINAR 2. FROM ROOKIE TO VET IN THE PAWN BIZ
SEMINAR 3. USING SOCIAL MEDIA TO BRAND AND EXPAND YOUR BUSINESS
10:00 a.m. -11:00 a.m. **SEMINAR 4. PSYCHOLOGY IN THE WORKPLACE**
SEMINAR 5. THIS INDUSTRY HAS CHANGED. HAVE YOU?
11:00 a.m. -12:00 p.m. **SEMINAR 6. MOBILE PAWN OR DIE: HOW WILL YOUR STORE SURVIVE**
12:00 a.m. - 1:30 p.m. Lunch (In Exhibit Hall)
12:00 a.m. - 4:00 p.m. Exhibit Hall Hours
4:00 p.m. - 5:00 p.m. **SEMINAR 7. CONCIERGE SERVICE**
6:00 p.m. 7:00 p.m. Complimentary Cocktail Hour
7:00 p.m. - Dinner Banquet – Keynote Speaker

SUNDAY, MAY 20, 2018

8:00 a.m. - 9:00 a.m. **SEMINAR 8. ASK A PAWNBROKER**
8:30 a.m. -10:00 a.m. Breakfast (In the Exhibit Hall)
8:30 a.m. -11:30 a.m. Exhibit Hall Hours
11:30 a.m. Exhibitor Tear Down
11:30 a.m. - 1:30 p.m. State Association Meetings

**ATTENTION OHIO PAWNBROKER:
THE 5 SEMINARS IN RED HAVE BEEN APPROVED
BY THE OHIO DFI FOR CEU.**