

28th ANNUAL MIDWEST PAWNBROKERS CONVENTION

Tentative Schedule of Activities

FRIDAY, MAY 17, 2019

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

SATURDAY, MAY 18, 2019

9:00 a.m. -12:00 p.m. **Exhibitor Set Up**
8:00 a.m. - 9:00 a.m. **SEMINAR 1. MOBILE AND MILLENNIALS; HOW TO ADAPT**
 SEMINAR 2. WINNING ATF INSPECTIONS
9:00 a.m. -10:00 a.m. **SEMINAR 3. PROTECTING YOURSELF FROM SYNTHETIC**
 DIAMONDS & TREATED GEMSTONES
 SEMINAR 4. MEDIA TRAINING FOR SMALL BUSINESS
10:00 a.m. -11:00 a.m. **SEMINAR 5. KEY FINANCIAL METRICS USING CURRENT**
 FINANCIALS FROM PUBLIC & PRIVATE
 PAWN SHOPS
 SEMINAR 6. ECONOMICS OF EXPANDING TO ADDITIONAL
 LOCATIONS
11:00 a.m. -12:00 p.m. **SEMINAR 7. LUXURY PURSES, PROFITS IN HANDBAGS!**
 SEMINAR 8. TURN YOUR MERCHANDISE INTO CASH-CASH
 INTO PAWN FEES
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 9. FINANCIAL METRICS**
 SEMINAR 10. IDENTIFICATION OF GENUINE ROLEX
 SPORT WATCHES
6:00 p.m. - 7:00 p.m. **Complimentary Cocktail Hour**
7:00 p.m. - **Dinner Banquet – Keynote Speaker – STEVE BUSCHMANN**
 HOW TO BE AN ASSET IN THE POLITICAL
 ENVIRONMENT WHERE YOU DO BUSINESS
 AND LIVE

SUNDAY, MAY 19, 2019

8:00 a.m. - 9:00 a.m. **SEMINAR 11. ASK A PAWNBROKER EXPERT PANEL**
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 Begins**
11:30 a.m. - 1:30 p.m. **State Association Meetings**