



CERTIFIED PROFESSIONAL MANUFACTURERS' REPRESENTATIVE

Time	Level/Room	Mon., Jan. 7 th	Tues., Jan. 8 th	Wed., Jan. 9 th	Thurs., Jan. 10 th	Fri., Jan. 11 th
7 am	Breakfast					Light Breakfast
8:00 am to 11:30 am	101 Room 106	Business Ethics	Legal Issues	Financial Foundations	Workforce of Today & Recruiting	<i>CPMR 101 Written Exams</i>
	201 Room 203	Branding, Mission, Vision	Contracts and Sales Rep Agencies	Coaching and Leadership	Principal Relationships	<i>CPMR 201 Written Exams</i>
	301 Room 105	Social Media for the Rep	Change Management	Strategy 301	Case Study Presentations	
Noon	Lunch					(no lunch served)
1:00 pm To 4:30pm	101 Room 106	Technology Solution Analysis	Intro to Strategy	Understanding the Manufacturer	Sales Communication and Resources	
	201 Room 203	Motivational Compensation for Outside Sales	Line and Portfolio Profitability Analysis	Strategy 201	HR Issues for Reps	
	301 Room 105	Valuing the Firm: Buy/Sell/Merge	Case Study Presentations	Succession Planning	<i>CPMR 301 Wrap & 301 Written Exams</i>	



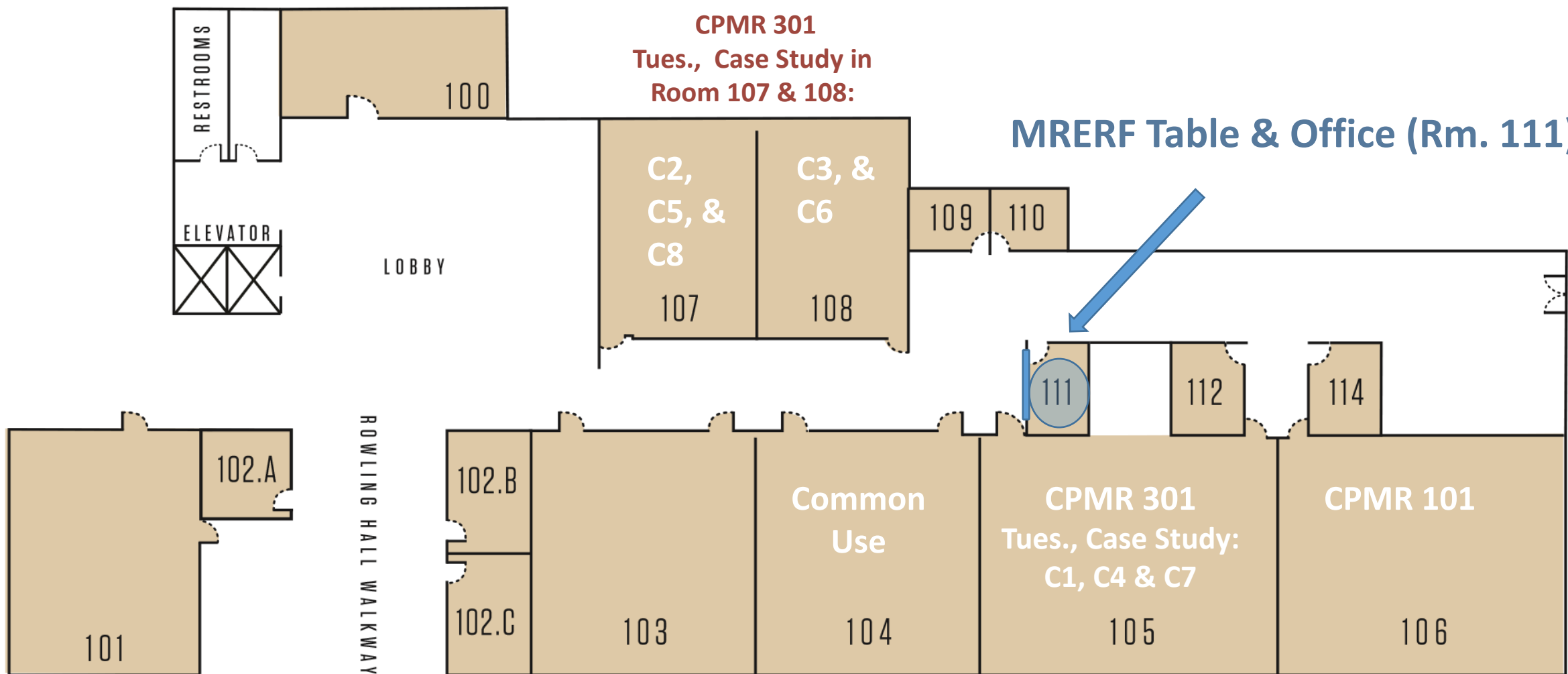
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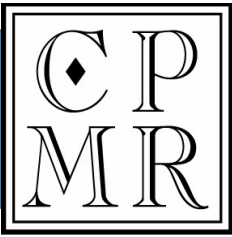
Association Photos

Day/ Time	Mon., Jan. 7 th	Tues., Jan. 8 th	Wed., Jan. 9 th	Thurs. Jan. 10 th
7:40		NKBA	CMA	EMDA
7:50		PTRA	EERA	ERA
11:45	AAIA	AIM/R	HIRA	MAFSI
12:00	ALA	CEMRA	STAFDA	SEMA
12:50	NEMRA	ISA	MANA	
4:30	IPRO	CIPH	ISSA	



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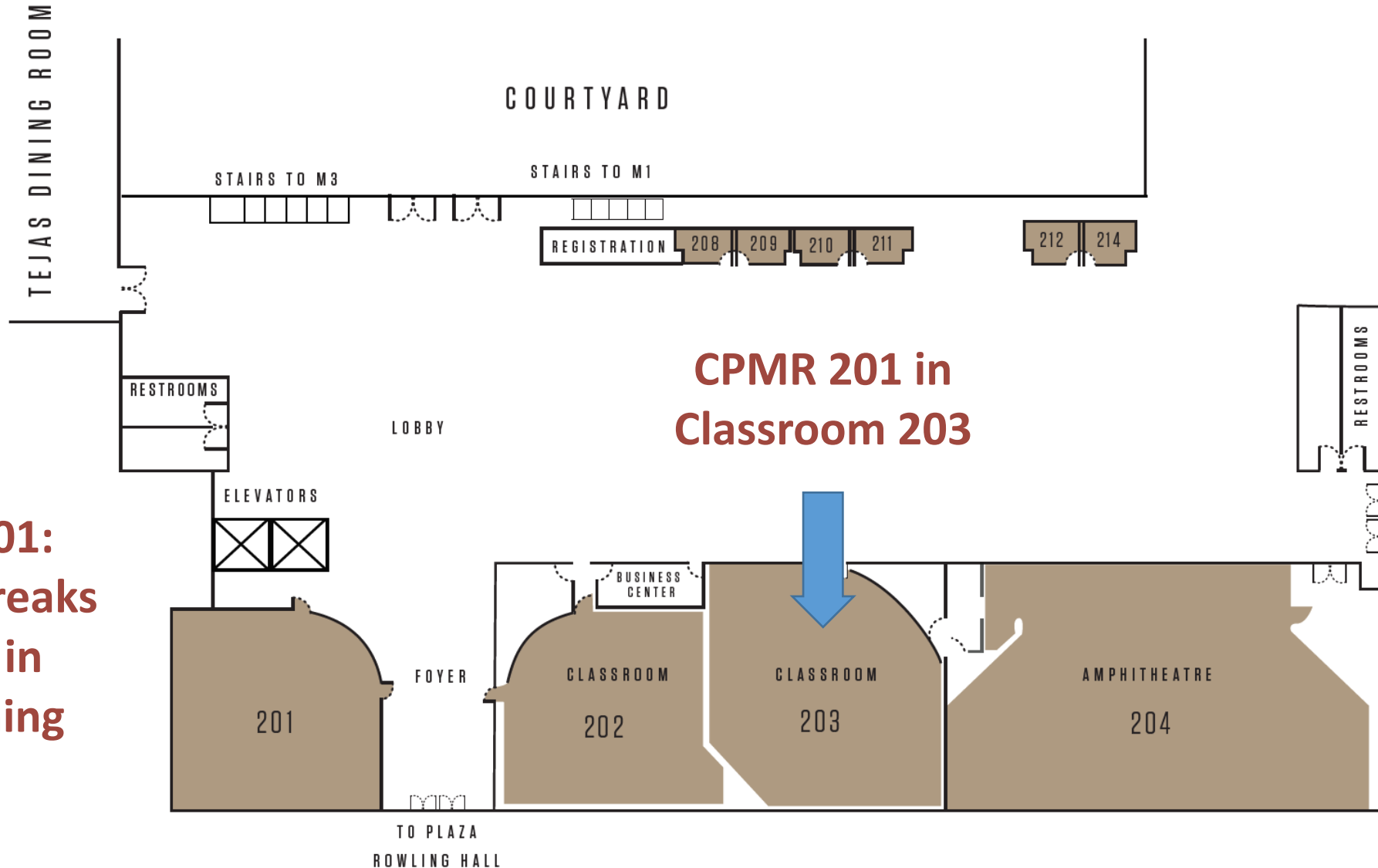




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LUNCH →
MON. -
THURS.

CPMR 201:
AM/PM breaks
located in
Tejas Dining



CPMR 201 in
Classroom 203