



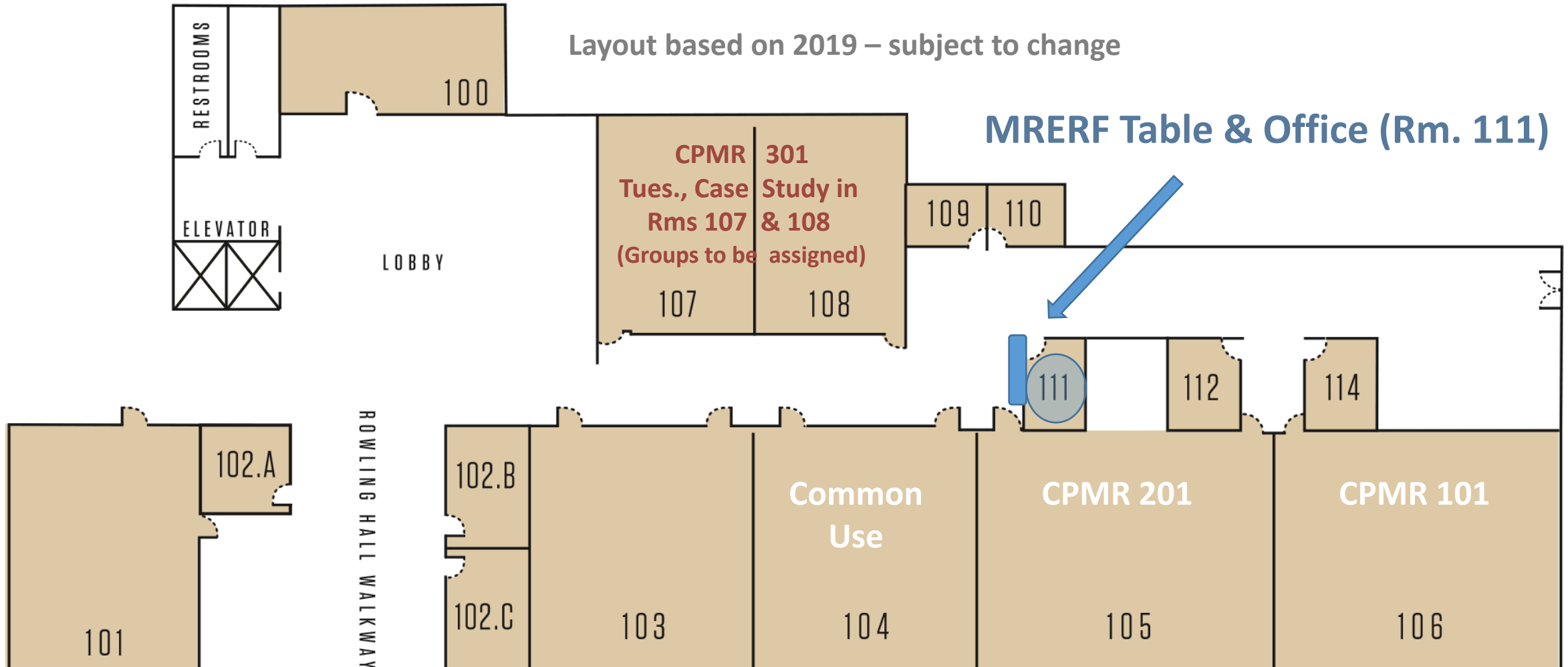
CERTIFIED PROFESSIONAL MANUFACTURERS' REPRESENTATIVE

Time	Level/Room	Mon., May 3 rd	Tues., May 4 th	Wed., May 5 th	Thurs., May 6 th	Fri., May 7 th
7 am	Breakfast					Light Breakfast
8:00 am to 11:30 am	101 Room TBD	Business Ethics	Legal Issues	Financial Foundations	Workforce of Today & Recruiting	<i>CPMR 101 Written Exams</i>
	201 Room TBD	Coaching and Leadership	Contracts & Sales Rep Agencies	Branding, Mission, Vision	Principal Relationships	<i>CPMR 201 Written Exams</i>
	301 Room TBD	Social Media for the Rep	Valuing the Firm: Buy/Sell/Merge	Strategy 301	Case Study Presentations	
Noon	Lunch					(no lunch served)
1:00 pm To 4:30pm	101 Room TBD	Tech Solution Analysis	Intro to Strategy	Understanding the Mfr.	Sales Comm & Resources	
	201 Room TBD	Motivational Comp for Outside Sales	Line/Portfolio Profitability Analysis	Strategy 201	HR Issues for Reps	
	301 Room TBD	Change Management	Case Study Presentations	Succession Planning N. Combs	<i>CPMR 301 Wrap & 301 Written Exams</i>	



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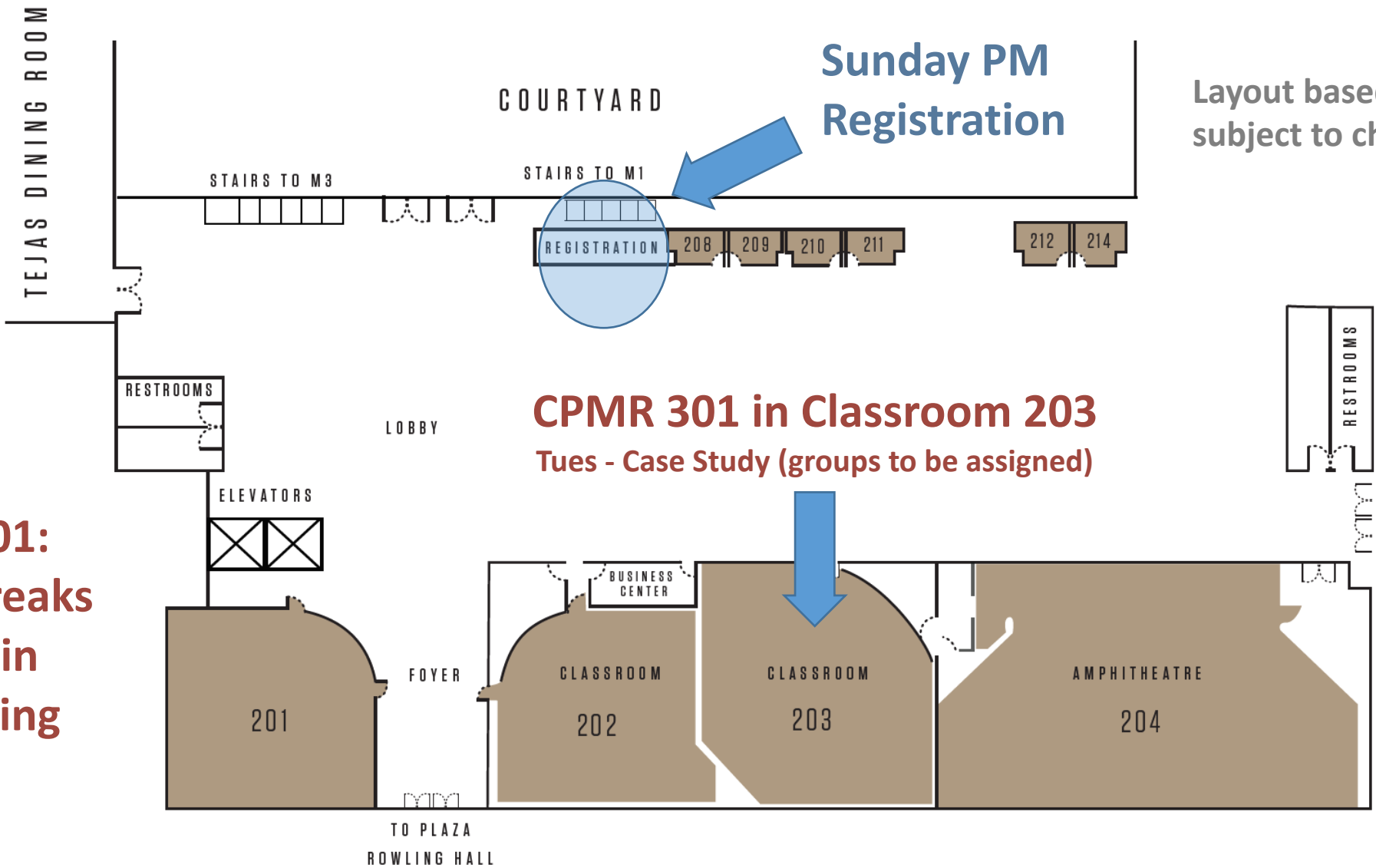
Layout based on 2019 – subject to change





CERTIFIED PROFESSIONAL MANUFACTURERS' REPRESENTATIVE

LUNCH →
MON. -
THURS.



Sunday PM
Registration

Layout based on 2019 –
subject to change

CPMR 301 in Classroom 203
Tues - Case Study (groups to be assigned)

CPMR 301:
AM/PM breaks
located in
Tejas Dining



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Association Photos – Subject to Change – Not Final

Day/ Time	Mon., May 3 rd	Tues., May 4 th	Wed., May 5 th	Thurs., May 6 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	