

Business Strategies & Solutions Conference

JUNE 18-20, 2013 • PHOENIX, ARIZONA

Learn key strategies and solutions for
GROWING YOUR BUSINESS AND INCREASING PROFITS in today's turbulent economy...
and **HAVE SOME FUN** in the city of Phoenix!



DAY ONE

8:30 AM

BRAD HUISKEN

The Psychology of Sales

20-MINUTE BREAK

JOHN THEDFORD

Creating a Winning Culture

1-HOUR LUNCH (PROVIDED)

DAVID JOHNS

Interviewing Skills to Hire the Right Person

20-MINUTE BREAK

PHILIP NULMAN

Innovative Advertising Techniques and Branding Yourself

ADJOURN FOR THE DAY

DAY TWO

8:30 AM

BRAD HUISKEN

Communication Skills

20-MINUTE BREAK

BRYAN DODGE

How to Have Your Best Year Ever

1-HOUR LUNCH (PROVIDED)

DAVID JOHNS

Protecting yourself from Employee Lawsuits & Litigation

JENNIFER KANISTRAS

Store Security & Loss Prevention

ADJOURN FOR THE DAY

DAY THREE

8:30 AM

JOHN THEDFORD

Challenging Yourself

Book Review:
The Loyalty Effect

20-MINUTE BREAK

BRYAN DODGE

How to Build a Team That Works Without You

ADJOURN FOR THE DAY
AT 12:30PM

THANK YOU
TO OUR SPONSORS:



Seminar Fee \$1,995 per person • Additional Attendees \$995*

TO REGISTER: 800.248.7703

OR ON-LINE VIA OUR WEBSITE www.iastraining.com



*Additional attendees must be from same company/organization.
MasterCard, Visa and American Express credit cards accepted.
Seminar attendance is tax-deductible.

Hotel accommodations at the

**San Marcos Golf Resort - One North San Marcos Place,
Chandler, AZ 85225 - 480-812-0900** Call and make your reservation
by May 31st for special IAS Training room rate of \$79 (single/double) and \$129
(Jr. Suite) plus state and local taxes. Use Group Code - vz0 (the number 0)

PRESENTED BY INDUSTRY EXPERTS

BRYAN DODGE



Bryan Dodge's appearances are fueled by his passion for sharing with others what he has gained in over 20 years as a lifelong, avid student of success habits and leadership principles - knowledge he used first to transform his own life. Author of *The Good Life Rules*, Bryan is now one of America's most sought-after speakers, inspiring audiences within thousands of major corporations, professional associations, and other organizations.

BRAD HUISKEN



After spending a year writing his first book and developing his own sales training and sales management systems, Brad Huisken started IAS Training in 1996. He is now an internationally-known sales and sales management trainer, speaker, consultant and author of *I'm a Salesman, not a Ph.D.*; *Munchies for Salespeople: Selling Tips You Can Sink Your Teeth Into*; and *Munchies for Salespeople II: More Selling Tips You Can Sink Your Teeth Into*.

JOHN THEDFORD



With over 25 years in the pawn industry, John founded several retail chains: Rent-Rite, Value Pawn & Jewelry, La Familia Pawn & Jewelry, and most recently, Premier Pawn & Jewelry. Author of *Smart Moves Management*, John is known for his "best in class" business operations and employee motivation. A graduate of Wichita State University and a CPA, he currently serves as President & CEO of Premier Pawn & Jewelry Stores.

DAVID JOHNS



David has an extensive background in retail and HR management at the national level as well as over 20 years in the pawn industry. Currently VP of Administration for Premier Pawn & Jewelry stores, the selection and training techniques used by David are recognized among the most effective in the retail and pawn industries.

JENNIFER KANISTRAS



Involved in Loss Prevention, Security and Inventory Control activities for over 15 years, Jennifer is recognized as one of the leading consultants to the pawn industry on audits and inventory management. She conducts extensive audits of operations activities for both domestic and international clients.

PHILIP NULMAN



Phil began his career at a major NYC ad agency where he evolved to Creative Director. He has won numerous awards in print, broadcast and direct mail. Nulman is the author of four books, two top selling books for entrepreneurial marketing - targeting smaller retail venues. Nulman is a frequent commentator on Fox News and MSNBC. Today, The Nulman Group represents food retailers, automotive, jewelry, financial institutions, professional practices.



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