

PRESENTED BY THESE 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 has 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 engagement. 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. David is now the Senior Managing Partner of Initiative Consulting Group in Winter Park, Florida. The selection and training techniques used by David are recognized among the most effective in the retail and pawn industries.



MARK KIZSLA

Mark is an award-winning journalist for The Denver Post and author of *No Plan B*, the critically-acclaimed book about quarterback Peyton Manning and the Denver Broncos. Through sports, Mark tells stories of leadership, teamwork and perseverance that resonate with anyone in a competitive business. The Society of Professional Journalists has twice named Mark the No. 1 sports columnist in the US.



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.



ROBERTO DOERING

Roberto Doering holds degrees from Florida International University and Fundacion Instituto Tecnologico de Osasco, Brazil. He has 30 years of experience in technology applied to business management and security and has worked with hundreds of pawnbrokers, jewelers, and retailers throughout the Americas. Roberto provides expert advice to companies of all sizes in using security technology to create a culture of safety and performance improvement.

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Business Strategies and Solutions Conference

This symposium is unlike any other. Each speaker is renowned in their respective fields... and NO EXCUSES are made, not for the economy or anything else.

You'll learn the inspiration, dedication, education to be ready to change your business in ways that will astound you...from all the disciplines necessary to take charge, understand what you're really selling, the best methods of marketing, training and inspiring your sales staff and running your human resources and your profitability. No fluff, only answers to all your questions, *guaranteed*.

You'll never use the economy as an excuse again...Not after you've heard what we have to say!!!! Bring your questions, problems and don't leave until you've gotten the solutions.

NOVEMBER 11 & 12 • LAS VEGAS

Day 1

8:30 AM to 5:30 PM

★ BONUS PRESENTER ★
ROBERTO DOERING

Security in the Business Workplace

BRAD HUISKEN
The Psychology of Sales

15-MINUTE BREAK

DAVID JOHNS
Interviewing Skills to Hire the Right Team Member

1-HOUR LUNCH (PROVIDED)

JOHN THEDFORD
Creating a Winning Culture

PHILIP NULMAN
Innovative Advertising Techniques and Branding Yourself

15-MINUTE BREAK

BRYAN DODGE
How to Beat Your Best Year Ever

Day 2

8:30 AM to 5:00 PM

BRAD HUISKEN
The Five Silver Bullets to Productivity Improvement

15-MINUTE BREAK

BRYAN DODGE
How to Build a Team That Works Without You

1-HOUR LUNCH (PROVIDED)

★ BONUS PRESENTER ★
JACK BROWN
of Mid-States Recycling & Refining.

Precious Metal Refining - A Glimpse Through The Smoke

MARK KIZSLA
There is No Plan - B Never Take a knee

DAVID JOHNS
Protecting Yourself From Employee Litigation and Unemployment Costs

15-MINUTE BREAK

JOHN THEDFORD
What Leaders Do

What Attendees Are Saying:

"I attended the meeting with four of our high level sales managers. We each took something different from the seminar, however we all took a refreshed approach to business in general. This is not a typical lecture on how to run a business. It is a motivating session that covers some of the most important items for identifying and correcting profit and energy drains in your business." If you or your management team feel overworked, or have lost focus this will help rekindle the passion in your business. I highly recommend this seminar for those who want to take their business to the next level and beyond"

John Jackson III, Smyth Jewelers

Seminar Fee
\$995 per person

10% OFF
3 or more attendees*



To Register: **800-248-7703**

OR ONLINE AT: www.iastraining.com



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

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For hotel accommodations, mention code **IAS** when making reservations and receive the special **IAS Training room rate of \$95** plus state and local taxes.

You can also make hotel reservations using this link: <http://bit.ly/iaslasvegas>



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