

NYSM&WA 2023 Fall Conference Agenda

Program October 17, 2023

12:30 pm to 4:30 pm: *NYSM&WA Top Golf Outing*

5:00 pm to 7:00 pm: *Welcome Cocktail Reception*

Program October 18, 2023

7:00 am to 8:00 am: **Breakfast (with suppliers)**

8:00 am to 8:10 am: *Opening Remarks/Welcome*
Brian Hasson, President NYSM&WA

8:10 am to 8:30 am: *Association Presentation*
Bill Whalen, Executive Director NYSM&WA

8:30 am to 9:00 am: *Preventing Chargebacks (Alex Dimitracopoulos from Remedy Payment Solutions)*

9:05 am to 9:50 am: *Best Hiring Practices (Winston Davis From Move Up Consulting)*

9:55 am to 10:40 am: *Financial Literacy For Movers (Brock Hartzler from ProMover Accounting)*

10:45 am to 11:30 am: *Marketing for Movers (Mark Wisz from OtherWisz Creative)*

11:30 am to 12:30 pm: *Process development/Keeping Movers Accountable Panel (Beau Roskow, Naglee Moving; Eric Fronczak, Wayfinder Moving, and Ed Katz, International Office Moving Institute) Bryan Hasson with Wayfinder Moving to Moderate the Discussion*

12:30 pm to 1:30 pm: **Lunch With Suppliers (Pick a supplier and sit with them for Lunch)**

1:30 pm to 2:15 pm: *How To Differentiate Yourself in the Marketplace to Get More Business (Ed Katz from the International Office Moving Institute)*

2:15 pm to 3:10 pm: *Presenter TBD*

3:45 pm to 5:15 pm: **Sports Betting 101/Networking Event!**

6:00 pm to 7:00 pm: **President's Cocktail Reception**

7:00 pm to 9:00 pm:

NYSMWA Banquet & Awards Dinner

Join us for a special evening as we recognize New York's moving and storage professionals and celebrate their contributions to our industry. **This year's NYSM&WA Lifetime Achievement recipient is Eric Scorzelli, Victory Packaging! Help us celebrate Eric and his amazing career and contributions to the moving industry!!!**

Program October 19, 2023

9:00 am to Noon :

NYS Movers & Warehousemen's Assn Board Meeting (all members welcome & encouraged to attend)