



# MGA SHOWCASE

FOCUSING ON THE FUTURE TODAY  
TODAY IS YESTERDAY'S FUTURE

20  
17

JULY 20-23



# LEADERSHIP DEVELOPMENT TRAINING

This year we are bringing Leadership Development Training to the MGA Showcase! The leaders of your stores have an immeasurable amount of impact on the success of your business. Make sure they have the skills and tools necessary to help your business succeed by bringing them for “Leadership Development Training” this year. This is a great opportunity to award your current and future leaders with a trip where they can network, learn new management techniques, and have fun!

## WHO SHOULD YOU BRING?

Bring in the current and future leaders of your business to learn how to set your business and themselves up for success in the grocery industry. This includes any store personnel with managerial duties that assist in day to day operations.

## WHAT WILL THEY LEARN?

Participants will learn the ins and outs of successful store management to keep your business thriving.

Topics include:

- ♦ Engaging a Multi-Generational Workforce
- ♦ Navigating the HR Jungle: HR and Seven Rules for Management
- ♦ Making the Case for Feeding the Media: Media and Crisis Training
- ♦ Millennial and Consumer Trends

...And more to come!

## LEADERSHIP DEVELOPMENT REGISTRATION SPECIALS

MARCH 30 - MAY 31

BUY ONE  
GET ONE FREE

JUNE 1 - JUNE 30

BUY ONE  
GET ONE 50% OFF

JULY 1 - JULY 20

BUY ONE  
GET ONE 25% OFF

*\* Only applies to full registration for store leaders*



## EXCELLENCE IN LEADERSHIP AWARDS

Do you have an employee that deserves recognition for their hard work and dedication to your organization? Nominate one employee from your company to be honored with the MGA “Excellence in Leadership Award” at the MGA Showcase. Each nominee will be recognized in front of the crowd at the President’s Gala and Awards Ceremony on Saturday, July 22nd at the convention. To nominate your employee, visit: [www.missourigrocers.com](http://www.missourigrocers.com) and click “register” under “Excellence in Leadership Award Nominations” on the home page.

# FEATURED SPEAKERS



## Jim Mathis

**Sunday, July 23rd at 8:00 am**

Jim Mathis is an International Platform Certified Speaker (IPCS), Certified Speaking Professional (CSP) and best-selling author. He has been presenting, leading conferences and consulting for over 39 years. Jim helps business leaders who want different results in a changing economy. Jim believes the economic climate is very different... and you should be, too! He presents globally on leadership and competing successfully in a consumer-empowered marketplace. Jim is the author of the best-selling book: *Reinvention Made Easy: Change Your Strategy, Change Your Results* as well as *"Reaching Beyond Excellence"* and *"Reinvention 101"*. Jim has also authored *Lead Trac Management Training Workshop* for facilitated leadership training.



## Greg Ferrara

**Friday, July 21st at 9:30 am**

Greg Ferrara began his career with the National Grocers Association in November of 2005. In January 2016, he was promoted to his current position as Senior Vice President of Government Relations and Public Affairs where he oversees the government relations and communications and marketing departments and continues his role as NGA's chief lobbyist. Ferrara was recognized in 2015 as one of Association TRENDS Leading Lobbyists. He holds a B.A. in Political Science from Loyola University New Orleans and is a fellow of the prestigious Institute of Politics at Loyola University. He will be joining us at the 2017 MGA Showcase to speak on the first 100 days of the Trump administration.



## Steve Dillard

**Friday, July 21st at 10:45 am**

Steve Dillard began working for Associated Wholesale Grocers in 1974, holding several positions in buying and merchandising. In 1995, he was promoted to VP of Education and Training, where he and his team produced upwards of 50 seminars for the AWG's members. Steve later accepted the role of VP of Corporate Sales Development until his retirement. Dillard has been a frequent speaker at the National Grocers Association Convention, the Food Marketing Institute, various state association conventions. He will speak on the presence of limited assortment retailers in the grocery industry and how you can work to compete against them.



# SCHEDULE OF EVENTS

**Thursday**  
07.20.17

**6:00 PM**  
Welcome Pool  
Party

**Friday**  
07.21.17

**9:30 AM**  
Business  
Sessions

**12:00 PM**  
Merchandising  
Show Opens

**3:00 PM**  
Leadership Development  
Training Session

**6:00 PM**  
Dinner, Best Bagger,  
& Entertainment



**Dan Kramer**  
Friday, July 21st at 3:00 pm

Dan Kramer joined Shazam in 1999 as a merchant product manager and was quickly promoted to Senior Vice President of Merchant Services in 2001. In 2006 he was promoted again, to his current role as Senior Vice President of Marketing, and Merchant Services. He received a bachelor's degree in business administration from Loyola University in New Orleans and has an extensive background in marketing. We are thrilled for him to come speak at the MGA Showcase on dealing with the media and crisis training.

**Saturday**  
07.22.17

**7:00 AM**  
Golf Tournament  
Presented by SHAZAM

**8:30 AM**  
Buffet  
Breakfast

**9:00 AM**  
Business  
Session

**9:00 AM**  
Brunch &  
Brushes

**2:00 PM**  
Merchandising  
Show

**Saturday**  
07.22.17

**4:00 PM**  
Leadership Development  
Training Session

**4:30 PM**  
Craft Beer  
Garden

**6:00 PM**  
Kids Dinner,  
Bowling, & More

**7:00 PM**  
President's Gala &  
Awards Ceremony

**Sunday**  
07.23.17

**7:30 AM**  
Breakfast  
Buffet

**8:00 AM**  
Keynote  
Speaker

**9:00 AM**  
Ecommerce  
Session



## SILENT AUCTION

The Silent Auction will be held on Friday, July 21st and Saturday, July 22nd during the trade show located in Windgate Hall. It will begin at 12:00 pm on Friday and end at 4:30 pm on Saturday. If you are interested in donating to the silent auction, please contact Jenna Gaddie at [jgaddie@missourigrocers.com](mailto:jgaddie@missourigrocers.com) or call the MGA office at (417) 831-6667.

# REGISTRATION DETAILS

## FULL REGISTRATION \$195

- Thursday Welcome Pool Party
- Business Sessions
- Merchandising Show
- Leadership Development Training
- Friday Dinner and Celebration
- Best Bagger Contest
- Saturday Breakfast
- Brunch and Brushes
- Beer Garden
- President's Gala
- Sunday Breakfast
- Keynote Speaker and Panel
- Grand Prize Chance

## FRIDAY REGISTRATION \$125

- Thursday Welcome Pool Party
- Business Sessions
- Merchandising Show
- Leadership Development Training
- Best Bagger Contest
- Dinner and Celebration

## PRESIDENT'S GALA \$75

- Craft Beer Garden
- President's Dinner

## SATURDAY REGISTRATION \$125

- Brunch & Brushes
- Business Sessions & Breakfast
- Merchandising Show
- Leadership Development Training
- Craft Beer Garden
- President's Gala

## BRUNCH AND BRUSHES \$45

- Brunch
- Painting
- Prizes

## SUNDAY REGISTRATION \$40

- Breakfast
- Keynote Speaker
- Ecommerce Session

## KIDS PROGRAM \$85

- Thursday Welcome Pool Party
- Friday Dinner and Celebration
- Brunch and Brushes
- Saturday PM Program
- UMB Best Junior Bagger
- Sunday Breakfast
- Merchandising Show Admission

## KIDS SCHEDULE

### Thursday, July 20th

6:00 pm Welcome Pool Party

### Friday, July 21st

6:00 pm Best Junior Bagger, where kids get to compete to see who can bag the best!

7:00 pm Dinner and Kickoff Celebration  
Each child will receive a goodie bag!

### Saturday, July 22nd

9:00 am Brunch and Brushes

6:00 pm Kids Dinner, Bowling, and More

### Sunday, July 23rd

7:30 am Breakfast Buffet

#### Connect with us on social media!

 [www.facebook.com/missourigrocersassociation](http://www.facebook.com/missourigrocersassociation)

 [www.twitter.com/missourigrocers](http://www.twitter.com/missourigrocers)

Tag us with #MGACon17



## Brunch & Brushes

RSVPaint will be back this year for a morning filled with food, fun, painting, and prizes!

Adults will do a pallet board painting while children will create a canvas painting. Both of these paintings will make a great addition to your home decor, so you don't want to miss it!

Highly trained artists will paint along with you and teach you step by step - NO EXPERIENCE OR ARTISTIC TALENT REQUIRED!

*\* All painting materials will be provided.*



# MGA GOLF TOURNAMENT

Saturday, July 22 | 7:00 AM

## Cost

\$125 PER PERSON

OR \$500 PER 4 MEMBER TEAM

## Golf Hole Sponsorship

\$550 PER HOLE

## Location

THE OAKS @ TAN-TAR-A  
RESORT AND GOLF CLUB

# HOTEL INFORMATION

## Room Rates

Guest Room	\$133.00 per room, per day plus tax
One Bedroom Suite	\$198.00 per room, per day plus tax
Two Bedroom Suite	\$258.00 per room, per day plus tax

•The convention rate is available two days before and after the convention.

## Reservations

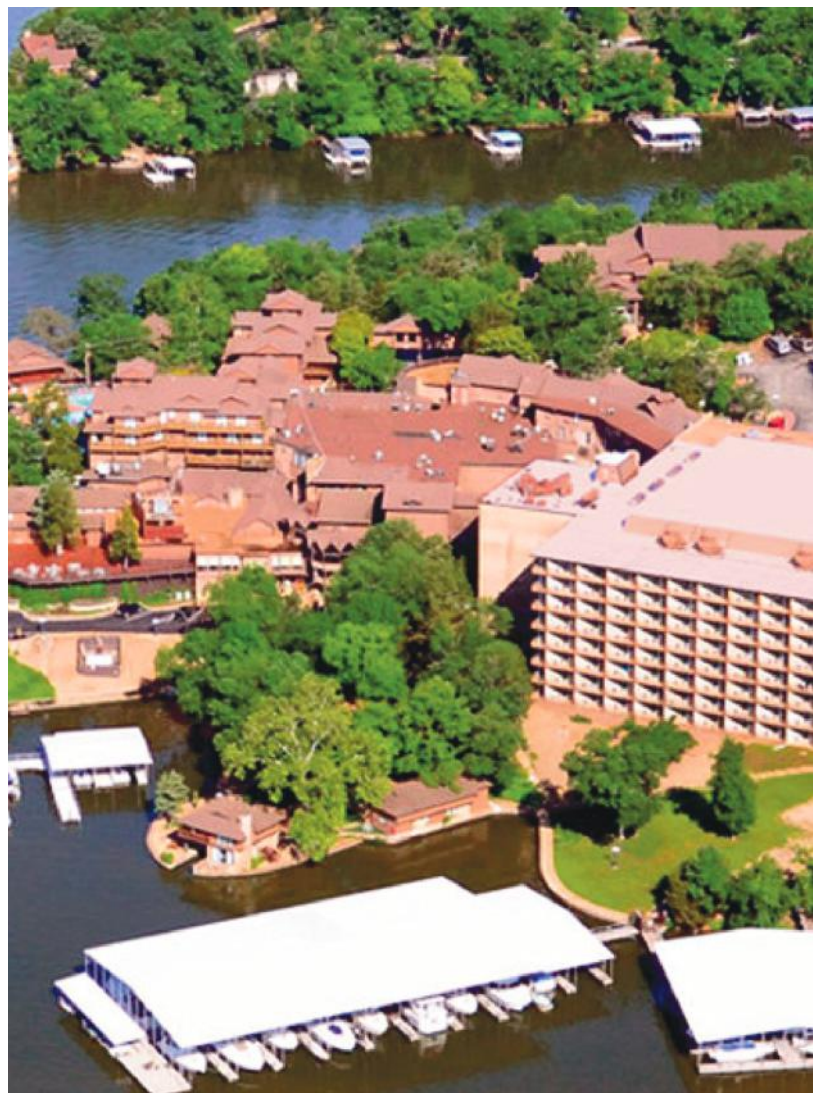
Either Call **(800) 826-8272** or make your reservation online at **www.tan-tar-a.com**. Don't forget to inform the hotel you are with Missouri Grocers Association! (Online Code:MGRA)

**Reservations MUST be made no later than June 21, 2017 to guarantee accommodations at convention rate.**

However, reservations will be accepted and confirmed up to the opening day of the conference providing accommodations are still available.

**Cancellation Policy:** All cancellations must be made at least **THREE (3) days** prior to arrival date.

**Hotel Address:** Tan-Tar-A Resort  
494 Tan Tar A Drive  
State Road KK  
Osage Beach, Missouri 65065



# 2017 REGISTRATION FORM

**Classification** (please check one)

Retailer     Associate

**For Office Use Only**

Date Received \_\_\_\_\_ Date Logged \_\_\_\_\_  
Date Paid \_\_\_\_\_

## ATTENDEE INFORMATION

<b>Name:</b>		<b>Company:</b>		
<b>Address:</b>		<b>City:</b>	<b>State:</b>	<b>Zip:</b>
<b>Phone:</b>	<b>Fax:</b>		<b>Email:</b>	

## REGISTRATION INFORMATION (LIST ALL WHO WILL ATTEND)

Please print all information exactly as it should appear on the name badge.

First / Last Name	City, State	Full Reg. \$195	Friday Reg. \$125	Saturday Reg. \$125	Sunday Reg. \$40	President's Gala \$75	Ladies Brunch \$45	Trade Show Non-Sponsor / Exhibitor \$100
1.								
2.								
3.								

## Leadership Development Registration

First / Last Name	Single Registration \$195	March 30-May 31 Buy One Get One Free \$97.50 each	June 1-June 30 Buy One Get One 50% \$146.25 each	July 1- July 20 Buy One Get One 25% \$170.63 each
1.				
2.				
3.				
4.				

## Kids Registration (Ages 4-12)

First / Last Name	Age	Full Registration \$85	UMB Best Jr. Bagger
1.			
2.			
3.			

## Dietary Restrictions

Please list any dietary restrictions for attendees

## Golf Tournament Registration

Name of Golfer	Company	Rate per person: \$125	Golf Hole Sponsorship: \$550
1.			
2.			
3.			
4.			

## Payment Information (Refunds will not be issued after 4:30 pm, Friday, June 23, 2017)

<input type="checkbox"/> Please bill me <input type="checkbox"/> Check enclosed for _____		Please charge my credit card: <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa	
<b>Name on Card:</b>		<b>Billing Address:</b>	
<b>Card #</b>	<b>Security Code:</b>	<b>Exp. Date:</b>	
<b>Signature:</b>		<b>Date:</b>	

Submit Registration Form & Payment to:

Missouri Grocers Association | 315 N. Ken Ave, Springfield, MO 65802

Phone: 417-831-6667 Fax: 417-831-3907 Email: jgaddie@missourigrocers.com

**LAST DAY FOR PRE-REGISTRATION** is Friday, July 14, 2017. After that date, registrations will be processed at the MGA Registration Desk at the hotel. No refunds or cancellations made after June 23, 2017, substitutions only.

Missouri Grocers Association  
315 North Ken Avenue  
Springfield, Missouri 65802

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JULY 20-23, 2017 • TAN-TAR-A RESORT • OSAGE BEACH, MO

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