

UID 2016 REGISTRATION

Name: _____ Nickname: _____
 Company: _____
 Business Address: _____
 City/State/Zip: _____
 Phone: _____ Fax: _____
 Email: _____ Association _____

CHECK ONE: Distributor Manufacturer Other
HAVE YOU ATTENDED A PRIOR UID PROGRAM? Yes No
DO YOU PLAN TO ATTEND THE UID HAPPY HOUR ON SUNDAY EVENING? Yes No

TITLE: Check the one that most approximates your responsibilities.
 Sales/Sales Management Executive Management Finance
 Operations/Administration Manufacturer's District Manager Marketing
 All of the Above Other _____

AGE: Under 30 30-40 40-50 50+

LENGTH OF INDUSTRY SERVICE: Less than 5 years 5-10 years 10-15 years
 15-20 years 20+ years

TUITION: To take advantage of the Early Registration Discount, your registration must be postmarked, faxed or submitted online by January 6, 2016.

BY January 6, 2016: Association Member – US \$1,095 Non-Member – US \$2,095
AFTER January 6, 2016: Association Member – US \$1,295 Non-Member – US \$2,195

PAYMENT (in US Dollars)

Check enclosed (payable to Association Education Alliance) Total \$ _____
 Charge to my: VISA MC AMEX Discover

Account # _____ Exp. Date _____

Verification Code: (see code on back of credit card) _____

Name on Card _____

Signature _____

Address _____ Zip _____

GENERAL RULES AND REGULATIONS:

1. A separate form must be completed for each registrant. Make additional copies if needed. Registrations will not be accepted by telephone.
2. Payment must accompany your registration. Make checks payable to AEA or Association Education Alliance, LLC.
3. Include credit card information and signature if you are registering by fax.
4. Registrants will receive confirmation of their course selections prior to the start of classes. Review your confirmation carefully and inform the UID office immediately of any errors. NO course changes will be honored on site!
5. Courses may be cancelled due to lack of enrollment. You will be notified of any changes.

CANCELLATION POLICY Cancellations must be received *in writing* by February 14, 2016. UID will refund the cost of tuition minus a processing fee of US \$100. No refunds will be given after this date. A substitute registrant may be sent.

SCHEDULE OF EVENTS

SUNDAY, MARCH 6, 2016

- 001 Finding the Balance in Branch Management: People, Product and Profitability (Morning)
- 002 The Foundations of Leadership, They KNOW it when They SEE it (Afternoon) **NEW**
- 003 Decide: Work Smarter, Reduce Your Stress, and Lead by Example (Morning)
- 004 Know More! Selling (Afternoon)
- 005 SWAT Team Selling – Leading Your Team to a Competitive Advantage
- 006 Creating a Competitive Distinction
- 007 Crossing the Chasm from Lifestyle Management to Professional Management (Morning) **NEW**
- 008 Managing in Turbulent Times (Afternoon)
- 009 Differentiating Your Distribution Company – A Winning Strategy
- 010 How DO They Do That: Secret Tech Weapons for Work and Home (Morning)
- 011 Online Marketing – Where's It Going? How to Win (Afternoon)

MONDAY, MARCH 7, 2016

- 012 Preparing for 2020: The Manager's Guide to Dealing with the New Workplace (Morning)
- 013 What is Your Competitive Edge? (Afternoon) **NEW**
- 014 Managing the Account Portfolio (Morning)
- 015 Branch & Operations Effectiveness for Distributors – Part 1 (Afternoon)
- 016 Improving the Bottom Line
- 017 Inside Sales 101 (Morning) **NEW**
- 018 The Power of the Spoken Word (Afternoon)
- 019 Mergers & Acquisitions: How They Affect the Competitive Landscape (Morning)
- 020 Mergers & Acquisitions: Deal Structure & Value Creation (Afternoon)
- 021 Proving Total Cost Savings
- 022 Mastering the Five Most Critical Skills for Selling Success

TUESDAY, MARCH 8, 2016

- 023 Branch & Operations Effectiveness for Distributors – Part 2 (Morning)
- 024 Stop Marketing Like It's 1999! (Afternoon)
- 025 Sales Performance for Distributors
- 026 How to Get Paid for Service Value
- 027 Planning & Managing the Distributorship for Greater Profits
- 028 Hiring the Right Salespeople (Morning)
- 029 Improving Profitability Thru Joint Sales Calls (Afternoon)
- 030 Value-Added Selling
- 031 Shift Happens – How to Build an eCommerce Platform for Distribution and Wholesale (Morning) **NEW**
- 032 The Power of Focus: Strategic Planning for Distributors (Afternoon) **NEW**

WEDNESDAY, MARCH 9, 2016

- 033 Personnel Productivity Improvement
- 034 Creating a Winning Marketing Plan (Morning)
- 035 Increasing Your Sales Force's 'EQ' (Afternoon)
- 036 Negotiation Skills for Distributors
- 037 New Process of Distribution Sales Management
- 038 Leaders are not Born. They are Built. (Morning)
- 039 Vital Planning Disciplines for Sales Professionals (Afternoon)
- 040 Troubleshooting Inventory Replenishment (Morning)
- 041 Effective Warehouse Operations (Afternoon)
- 042 Marketing Strategies (Morning)
- 043 Pricing Strategies (Afternoon)

MAIL COMPLETED REGISTRATION FORM TO:

105 Eastern Avenue, Suite 104
 Annapolis, MD 21403 or Fax to 410-263-1659
 Or, register online at www.univid.org. Due to the high volume of registrations, we are unable to acknowledge receipt of faxed forms – please do not call. Your confirmation will be emailed within one week of receipt of your registration form. Online registrations will automatically receive a confirmation.

IMPORTANT DEADLINES

January 6, 2016 - Early bird registration. Registrations must be mailed, faxed or submitted online to take advantage of the discounted early registration fee.

February 14, 2016 - Hotel reservation and cancellation deadline. Reservations must be made directly with the hotel prior to 5 p.m. Central Time to receive the UID rate.

February 19, 2016 - Registration deadline. All applications received after this date will be handled on a case-by-case basis.



SPONSORS

AHTD	Association for High Technology Distribution
ASA	American Supply Association Education Foundation
AVDA	American Veterinary Distributors Association
BSA	Bearing Specialists Association
CIPH	Canadian Institute of Plumbing & Heating
ECIA	Electronic Components Industry Association
EFC	Electro-Federation Canada
FEDA	Foodservice Equipment Distributors Association
FISA	Food Industry Suppliers Association
FPDA	The FPDA Motion & Control Network
GAWDA	Gases and Welding Distributors Association
HARDI	Heating Airconditioning & Refrigeration Distributors International
HRAI	The Heating, Refrigeration and Air Conditioning Institute of Canada
IAPD	International Association of Plastics Distributors
ISA	Industrial Supply Association
ISD	International Sealing Distribution Association
ISSA	International Sanitary Supply Association
MHEDA	Material Handling Equipment Distributors Association
NACD	National Association of Chemical Distributors

NAED	NAED Education & Research Foundation
NAFCD	North American Association of Floor Covering Distributors
NAHAD	The Association for Hose & Accessories Distribution
NAWLA	North American Wholesale Lumber Association
NBMDA	North American Building Material Distribution Association
NFDA	National Fasteners Distributors Association
NIBA	The Belting Association
NMDA	National Marine Distributors Association
NPTA	NPTA Alliance
OPEESA	Outdoor Power Equipment and Engine Service Association
PEI	Petroleum Equipment Institute
PIDA	Pet Industry Distributors Association
PTDA	Power Transmission Distributors Association
RPA	Retail Packaging Association
SHDA	Security Hardware Distributors Association
STAFDA	Specialty Tools & Fasteners Distributors Association
TCATA	Textile Care Allied Trades Association
WF&FSA	Wholesale Florist & Florist Supplier Association
WMA	World Millwork Alliance