

Founded in 1969



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50th ANNUAL CONVENTION September 18-19, 2019
Tropicana, Atlantic City

NJWMA is all about building business relationships, sharing insights and protecting our industry from rogue movers...PLEASE JOIN US!

MOVER REGISTRATION	Total
Full Convention: September 18-19, 2019 # people @ \$295.00 each (includes all meals)	\$
Seminars Only: September 19, 2019 # people @ \$155.00 each (includes breakfast & lunch)	\$
Thursday All Day/Night: September 19, 2019 # people @ \$260.00 each (includes breakfast, lunch & dinner)	\$
Banquet Dinner Only: September 19, 2019 # people @ \$155.00 each	\$
Non-Mover members please add \$50.00	\$
Convention Program Advertisement: <input type="checkbox"/> Full page \$400 <input type="checkbox"/> 1/2 page \$200 <input type="checkbox"/> 1/4 page \$100	\$
Total Amount Due	\$

Company:
Names of all attendees:
Tel: Email:
Mailing Address:



- ◆ **New Rules for NJ Employers**
- ◆ **Selling to Generations Y and Z**
- ◆ **Insurance, Risk Reduction, Employee/IC Management**
- ◆ **The Industry is Changing...Plan for It**
- ◆ **How to Successfully Compete without Lowering Your Standards**
- ◆ **Creating Value for Your Company Using Technology**



Tropicana, 2831 Boardwalk, Atlantic City, NJ 08401
Hotel reservations: \$65 room rate (Mon-Thurs only + fees & taxes) cutoff date for reservations is 8/27/19.
Call-in number: (800) 247-8767 Use Group Code: HWMMA19 or reserve your room online:
<http://tropac3.net/offercode/HWMMA19>

All individuals attending the meeting and/or partaking of the group meals are required to register and pay the registration fee. No refunds unless notified one week in advance.

PRELIMINARY AGENDA - NJWMA 50th Annual Convention

September 18, 2019 – Wednesday– All events for today are located in the North Tower, 4th floor, Salon 4

- 9:20am Golf at Seaview Golf Club, Galloway, register at: Robert Kandetzke, rkandetzke@simonikallied.com
3pm to 4:30pm Anne Obarski Pre-Conference Bonus Workshop (must be pre-registered)
7 p.m. to 9 p.m. Vendor Reception (cocktails & appetizers)
Dress casual/Theme: 50th Anniversary of Woodstock
9 p.m. Karaoke in the Planet Rose Karaoke Bar (Havana Tower)



September 19, 2019 – Thursday - Daytime events are located in the North Tower, 4th floor, Salon 4

- 7:30 a.m. - 8:30 a.m. Breakfast and visit with Vendors
8:30 a.m. - 8:40 a.m. Welcome from Executive Director, Bob Russo and President, Ike King
8:40 a.m. - 9:00 a.m. Emcee Bob Steinmetz opening remarks and self-introductions
9:00 a.m. - 9:20 a.m. **Tony Russo**, President, Commerce & Industry Assoc. of NJ
Topic: New Rules for New Jersey Employers
9:20 a.m. - 10:20 a.m. **Anne Obarski**
Topic: Critical Ways to Attract, Manage, and sell to Generations Y and Z!
10:20 a.m. - 10:50 a.m. Visit with Vendors
10:50 a.m. - 11:50 a.m. **Mover's Choice Panel**
Topic: Insurance, Risk Reduction, and Employee/Independent Contractors Management
12:00 p.m. - 1:00 p.m. **Scott Michael**, President AMSA
Topic: The Industry is Changing... Plan for It!
1:00 p.m. - 1:30 p.m. Lunch
1:30 p.m. - 2:00 p.m. Vendor Spotlights, Slate of Nominations, Scholarship and Bill Moynihan awards
Move for Hunger Annual Update
2:00 p.m. - 3:00 p.m. **Panel Discussion**
Topics: *Direction of our Industry. How to Successfully Compete without Lowering Your Standards.*
"Creating Value for Your Company Using Technology"
Participants: Jim Simpson, Victory Worldwide; Dave Budd, Budd Van Lines
Patrick Steedle, Steedle Moving & Stg.; Ron McQuaid Jr., SeaCure Moving & Stg.
3:00 p.m. - 3:45 p.m. Visit with Vendors
6:30 p.m. North Tower, 4th floor, Salon 1
President's Reception, Dress: Business Attire
7:00 p.m. Welcome from Emcee Ed Odell
Banquet Dinner
7:45 p.m. Entertainment: Hypnotist, David Conrad
8:30 p.m. Award presentations

