



"There's No I in Team"

54th Annual Convention

September 20 & 21, 2023

MOVER REGISTRATION

Name Company

Additional attendees

Phone Email

\$330.00 ea. Full convention for both days (includes all meals) Total # attendees _____

\$180.00 ea. Seminars only on 9/21/23 (breakfast & lunch) Total # attendees _____

\$295.00 ea. All day/night 9/21/23 only (breakfast, lunch, dinner) Total # attendees _____

\$175.00 ea. President's Reception & Banquet dinner only on 9/21/23 Total # attendees _____

POCKET PROGRAM ADVERTISEMENT \$400 - Full page; 4' x 8' \$200 - Half page; 4' x 4'

Space is not limited to just advertising. We encourage you to give NJWMA a "Member Shout Out."

WOW, WHAT A LINE UP...

- AMT/NJWMA Healthcare Program
- Tips & Tools to Increase Safety
- Reduce Crashes & Avoid Fatalities
- Avoid Household Goods/Commercial Investigations
- Showing Consumers How to Spot a Fraud
- Selling During Tough Times - Value vs. Cost
- How to Recruit & Retain Employees in the Moving Industry
- How Google Works - Understanding the Algorithms & Why Things Change So Often
- NJ Legislative Update
- Do's & Don'ts of SEO
- Organic vs. Paid
- Fresh Content Creation & Why It Matters
- How To Engage With the Tech-Savvy Shipper

HOTEL RESERVATIONS - GOLDEN NUGGET, 600 HURON AVENUE, ATLANTIC CITY, NJ 08401

\$69 room rate (Mon-Thurs only + fees & taxes) cutoff date for reservations is 9/5/23.

You can reserve your room one of two ways:

Call 1.800.777.8477 and select option 2 to connect with a reservation agent.

Please use group code: **AWARE23**. Reserve your room via the Internet: **[Click here to reserve your room.](#)**

You can register by emailing this form to tracy@njwma.org. You can pay via credit card **HERE** or mail a check to NJWMA 758 Congress St., Toms River, NJ 08753.

Please note: 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 month in advance.

PRELIMINARY AGENDA

NJWMA 54th Annual Convention September 20 & 21, 2023 - "There's NO I in Team."

All Functions both days, Golden Nugget; The Grand Ballroom (3rd floor/casino level)

Wednesday, September 20

- 9:00 am Golf outing; Location TBA
7:00 pm to 9:00 pm Vendor Reception Theme: Wear your favorite sports jersey!
9:30 pm Networking around the Fire Pits on the 6th floor.

Thursday, September 21

- 8:00 am - 9:00 am Breakfast and visit with vendors
9:10 am - 9:30 am Opening remarks and self-introductions
9:20 am - 4:00 pm Presentations from the following:

6:30 pm President's Reception; Dress: Business Attire
7:00 pm Banquet Dinner
7:45 pm Entertainment: The WID
8:30 pm Award presentations

See what your peers had to say about attending last year's convention...what are you waiting for?

"We really enjoyed ourselves! You guys are a wealth of information!"

"Reconnecting with long-time acquaintances, making new business connections, and taking a break from the daily routine of my office responsibilities, so thanks for a reason to get out of the office!"

"We really had an amazing time! The convention was great as usual; thanks, NJWMA, for your efforts."

"From the scholarship presentation (which was out of this world) to the social events, to the opportunity to meet vendors and the educational presentations, I got a lot out of this year's conference."

"In 26 years of conventions and trade shows, the value, meals, speakers, and entertainment were among the best I've ever witnessed. I found it a wonderful and informative show, with a real sense of family and fellowship with others within the industry. Well done, and kudos to you for putting this together!"



Harvey Mishkin, Association Member Trust
Slam Dunk Healthcare Program

Tony Russo, CIANJ

Keeping You In the Know and On Point with NJ legislation

Chris Rotondo, FMCSA

On the Path to a Championship Year

- Tips and Tools to Increase Safety; Reduce Crashes; Avoid Fatalities
- CMV and Safe Operations
- Avoid Household Goods/Commercial Investigations



Mark S. Gray, Movers Search Group LLC

Confessions of a HHG Headhunter: How to Recruit and Retain Employees in the Moving Industry

Power Play-What You Need to Know to Score Big!

Sales Panel of Your Peers

- A Winning Line Up for Consumers to Spot a Fraud
- The Playbook on How to Sell During Tough Times - Value vs. Cost
- The Tech-Savvy Shipper and Rulebook on How to Engage With Them

SEO: The Ultimate Team Sport

Social Jack Media & SmartMoving Software

- Do's and Don'ts of SEO
- Organic vs. Paid
- Fresh Content Creation and Why It Matters
- How Google Works - Understanding the Algorithms and Why Things Change So Often

