

Agenda Day 1 & 2

Start	End	
Monday, October 10, 2016		
7:00a	5:00p	Registration (Salt River Desk)
9:00 a	10:00 a	Freshmen Orientation - (Fire Garden)
10:00a	12:00p	Franchisee Olympic Race - (Salt River Foyer)
12:00p	1:30p	Lunch (Hall)
1:30p	2:00p	'Ohana Group Picture and Break (Fire Garden)
2:00p	3:30p	Opening Ceremonies - (Salt River)
3:30p	5:00p	Welcome and Introductions from Kahala - (Salt River)
5:00p	6:00p	Fastest Smoothie Contest - (Patio) Fastest Catering Unit Assembly Contest (Patio)
6:00p	7:00p	Break
7:00p	10:00p	Evening Reception - (Degree 270)

Start	End							
Tuesday, October 11, 2016								
7:00a	8:30a	Continental Breakfast (Hall Or Patio)						
7:30 a	8:30a	EXPO						
8:00a	12:00p	Registration - (Salt River Desk)						
8:30a	10:30a	General Session – Kahala Office Tours (2) and Introductions/Vendor Expo						
10:30a	10:45a	Break						
10:45a	11:30a	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="background-color: #fce4d6; text-align: center;"> Know Your Numbers <i>Jean McLean</i> </td> <td style="background-color: #bbdefb; text-align: center;"> From 0 to Profitable: How to Grow Your Mobile Business <i>Shock/Ross Harried</i> </td> <td style="background-color: #e91e63; color: white; text-align: center;"> Concession Trailer/Food Trucks-Mike W./Jason Sorrells </td> <td style="background-color: #c8e6c9; text-align: center;"> How to Book and Price Catering <i>Mark Rome/Mitch York</i> </td> <td style="background-color: #fff9c4; text-align: center;"> EXPO </td> <td style="text-align: center;">Cupping Session with Coda</td> </tr> </table>	Know Your Numbers <i>Jean McLean</i>	From 0 to Profitable: How to Grow Your Mobile Business <i>Shock/Ross Harried</i>	Concession Trailer/Food Trucks-Mike W./Jason Sorrells	How to Book and Price Catering <i>Mark Rome/Mitch York</i>	EXPO	Cupping Session with Coda
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12:30p	1:30p	Lunch with FAC Regions and Expo						
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2:30p	2:45p	Break						
2:45p	4:45p	General Session: Brand Standards (Brand Standards/RDO's/Re-Sales/Opportunities) (Salt River)						
4:45p	6:00p	EXPO						
7:00p	10:00p	Dinner and Awards Ceremony Guest Speaker: Maya Warren						

Agenda Day 1 & 2

Start	End	
Wednesday, October 12, 2016		
7:30a	8:30a	Continental Breakfast/Capps with Coda (Hall & Patio)
8:30a	9:30a	General Session: Maui Wowi Franchisee Panel - (Salt River) How to get into a venue How to operate at a venue Do's and Don'ts of operating at a venue How to maximize sales Pricing of Products Adding liquor Relationships Small vs. Large Venues How to say 'No' to a venue opportunity
9:30a	10:00a	General Session: Reveal - (Salt River)
10:00a	12:00p	Topic Roundtables (Salt River) Catering - Mark Rome/Marci Mathis Venues - Melissa Shock/Mary Bigler Hawaiian Shave Ice - Rich Azulay Smoothies that Party - Rob McLean High Volume Hot Koko - Keith Mitchell Fundraising - Ross Harried/Barb Putman Relationship Building - Glenn Moberg Product Estimation - Ron Putman Employees and Audition Process - Tracy Timko Ideation of New Products - Michelle Kavanagh PR/Social Media - Lauren Sullivan/Fishman PR Mechanics of Quickbooks - Jean McLean Concession Trailer/Food Truck - Jason Sorrells/Mike Weinberger
12:00p	1:00p	Lunch and Franchisee Stories
1:00p	2:00p	Final Thoughts - (Salt River)
2:00 p	2:30p	RETAIL FRANCHISEES ONLY MEETING