

# ACHIEVE NEW HEIGHTS

## ISD/FPDA JOINT INDUSTRY SUMMIT

September 23-26, 2018 | Resort at Squaw Creek



**REGISTER  
NOW**



# LAKE TAHOE '18

THE FPDA   
MOTION & CONTROL NETWORK

# Join us in beautiful Lake Tahoe...

...for this can't-miss event! It's the perfect time to get together for four days to share ideas, successes and challenges with other industry colleagues, and benefit from the business relationships and friendships that only the ISD/FPDA Joint Industry Summit provides.

## **Why should you attend this year's ISD/FPDA Joint Industry Summit?**

The meeting content will truly take you to new heights! The educational workshops, a few of which will be member-driven TED-style sessions, along with inspiring and energizing keynote presentations will facilitate extensive networking and thought-provoking discussions.

## **KEYNOTE SPEAKERS**



### **TIM DAVID**

#### **Opening: 7 Magic Words**

Monday, September 24, 2018

9:15 AM – 10:45 AM

Like you, author and influential communication expert, Tim David is frustrated by what is happening to the quality of human connection in our modern world. Can more connection really increase the bottom line and improve the quality of our lives at the same time? Will better human connection really make us better leaders, better salespeople, and better co-workers? Join us to find out.



### **STEVE MCCLATCHY**

#### **Closing: Leading Relationships**

Wednesday, September 26, 2018

8:00 AM – 10:00 AM

If you are in business today you are in the business of relationships. The skills of communicating effectively, working with multi-generational teams, setting expectations, gaining commitment, building trust, resolving conflict and getting others to follow through can be the most important skills you will ever develop as a leader. In this presentation you will learn the keys to success in each of these areas. If your success is determined by your ability to work successfully through others and you're ready to develop skills that will help you in today's ultra-competitive, hyper-connected, global business environment this is a presentation you won't want to miss.

# EDUCATIONAL WORKSHOPS



## **PAM KRIVDA**

### **HR Applications**

Tuesday, September 25, 2018

8:30 AM – 9:15 AM

### **Dealing with the Difficult Decisions**

Tuesday, September 25, 2018

10:30 AM – 12:00 PM

We will tackle three tough, practical situations for employers: safely terminating employees; managing difficult employees; and three agreements that employers will find very useful. In the session, we will talk through some very practical ways to handle difficult personality types that seem to show up in every workplace.



## **BETH ZIESENIS**

### **Secret Tech Weapons for Distributors**

Tuesday, September 25, 2018

8:30 AM – 10:00 AM

What if you could schedule a meeting without having to send three dozen emails to find a time everyone could meet? Or automate your little tasks that keep you from your real work? Or pass off annoying projects to someone else – without breaking the bank? And what if you could pull all of this off straight from your mobile device – without an IT degree? This high-energy session will give you 30+ tools that will leave people asking, “How DO they do that?”

### **How We Can Learn to Stop Worrying and Love Artificial Intelligence**

Tuesday, September 25, 2018

10:30 AM – 11:15 AM

When someone brings up “artificial intelligence,” do you picture armies of robots that put you and your fellow educators out of work? It’s time to stop fearing a future where AI technology is all around us... because that time is already here. Join Your Nerdy Best Friend for a primer on artificial intelligence and a surprising list of apps that are powered by AI. You’ll leave the session with practical tools that you can start using right away to make your life easier, all powered by AI and machine learning.

This is still the best forum in our industry to meet and connect with companies of our kind. There is always something to learn, gain and influence by networking with your peers. The ISD Summit should be a “can’t miss it” for all seal distributors.

– **Previous 2017 ISD Summit Attendee**



# ISD PROGRAM SCHEDULE

## SUNDAY, SEPTEMBER 23

8:00 AM – 6:00 PM	Registration Desk Open
8:00 AM – 2:00 PM	ISD CEO Forums
8:00 AM – 12:00 PM	FPDA Board of Directors Meeting
12:00 PM – 6:00 PM	ISD/FPDA Annual Golf Tournament
6:00 PM – 8:00 PM	Joint Welcome Reception
8:00 PM	YES/ELI Event

## MONDAY, SEPTEMBER 24

8:00 AM – 6:00 PM	Registration
8:00 AM – 9:00 AM	ISD/FPDA Joint Continental Breakfast
8:30 AM – 9:00 AM	First Time Attendee Orientation
9:15 AM – 10:45 AM	ISD/FPDA Opening Keynote, "Human Connection" with Tim David
11:00 AM – 12:00 PM	Panel discussion
12:15 PM – 1:15 PM	ISD/FPDA Joint Luncheon
12:15 PM – 1:15 PM	ELI/YES Luncheon & Roundtables
12:15 PM – 1:15 PM	ISD Associates Lunch and Meeting
1:30 PM – 2:45 PM	FPDA Annual Meeting of Members
1:30 PM – 2:45 PM	Speed Networking – ISD
3:00 PM – 4:15 PM	ISD Annual Meeting of Members
3:00 PM – 4:15 PM	Speed Networking – FPDA
4:30 PM – 6:30 PM	ISD/FPDA Supplier Showcase and Networking Reception
6:30 PM	Open Evening

## TUESDAY, SEPTEMBER 25

7:30 AM – 12:00 PM	Registration
8:00 AM – 8:30 AM	ISD/FPDA Joint Breakfast
8:30 AM – 10:00 AM	Educational Workshop – "Secret Tech Weapons for Distribution" with Beth Ziesenis
8:30 AM – 9:15 AM	IndustrySpeak Breakout A – "HR Applications" with Pam Krivda
9:15 AM – 10:00 AM	IndustrySpeak Breakout B – Topic TBD
10:00 AM – 10:30 AM	Networking Break
10:30 AM – 12:00 PM	Educational Workshop – "Dealing with the Difficult Decisions" with Pam Krivda
10:30 AM – 11:15 AM	IndustrySpeak Breakout C – "How Can We Learn to Stop Worrying and Love Artificial Intelligence" with Beth Ziesenis
11:15 AM – 12:00 PM	IndustrySpeak Breakout D – Topic TBD
12:00 PM	Lunch on your own
2:00 PM – 6:00 PM	Tours; Company Meeting Space; ISD CEO Forums
6:30 PM – 9:30 PM	ISD/FPDA Closing Party

## WEDNESDAY, SEPTEMBER 26

8:00 AM – 10:00 AM	ISD/FPDA Breakfast Closing Keynote "Leading Relationships" with Steve McClatchy
10:00 AM – 10:30 AM	ISD/FPDA Closing Session
10:30 AM – 11:15 AM	ISD/FPDA Joint Board Meeting

# ISD REGISTRATION FEES

*Register by July 31 and Save!*

Registrant Type	Early Bird Fee By (7/31/2018)	After 7/31/2018
Distributor Member .....	\$820 .....	\$920 .....
Associate & Affiliate Member* .....	\$1720 .....	\$1820 .....
Additional Associate Member .....	\$920 .....	\$1020 .....
Spouse/Companion .....	\$350 .....	\$350 .....

Additional Activities	Cost Per Person
YES/ELI Event: Lawn Game Amazing Race .....	\$50 .....
Spouse Tour: Wine Tasting at Truckee River Winery .....	\$85 .....
Horseback Riding at Piping Rock .....	\$190 .....
Biking: Cruise Along the Truckee River.....	\$175 .....

\*Each Associate company is required to purchase a table, although you are not required to display.

Visit [ISD.org](http://ISD.org) to register online and learn more about company meeting spaces.





# 2018 SUPPLIER SHOWCASE

Monday, Sept. 24th  
4:30 PM - 6:30 PM

Open to all Associate Attendees

## WHY EXHIBIT AT OUR SUPPLIER SHOWCASE?

Dedicated distribution professionals from all sectors of fluid power and sealing distribution converge at the Joint ISD/FPDA Summit every year. Exhibiting at the ISD/FPDA Supplier Showcase enables you to cost-effectively reach them in two high-impact hours. These valuable prospects are looking for new information, products, and services to improve their channel—ensure that they do business with you by contracting a table top exhibit today.

Exhibiting at the showcase means:

- Gain direct access to decision-makers
- Highlight your line of products and recent innovations
- Elevate your company's brand
- Share your expertise

Learn more at [ISD.org](http://ISD.org) or call 410-940-6344..

..... GAIN THE MOST FROM YOUR PRESENCE AT THE SUMMIT .....  
Check out the Sponsorship & Advertising Opportunities listed on the Summit website.

## JOINT INDUSTRY SUMMIT GOLF

### Links at Squaw Creek Golf

Sunday, September 26, 2018

12:00 PM – 6:00 PM

\$175 per person, includes greens fee, cart, lunch and prizes.

Surrounded by six majestic Sierra peaks, the Links at Squaw Creek is a championship Robert Trent Jones Jr. golf course that rests serenely at the base of Squaw Valley | Alpine Meadows near Lake Tahoe, California. Their magnificent course is the culmination of ten years of extensive planning and careful handling of the environment. Renowned golf course architect Robert Trent Jones Jr. designed Links at Squaw Creek to preserve the unique beauty, natural wetlands, and wildlife habitat of Squaw Valley. The spectacular result is a natural golf course that blends in with its beautiful mountain surroundings.

## SPECIAL EVENT

Come along on an adventure in networking, sportsmanship and fun as FPDA YES and ISD ELI members navigate the Resort at Squaw Creek, stopping at game stations to try your hand at cornhole, flip cup, beer pong and more!

### YES/ELI Event: Lawn Game Amazing Race\*

\$50 per person

Sunday, Sept. 23 • 8:00 PM

Separate pre-registration and fee is required to participate.

Learn more at [ISD.org](http://ISD.org)

## OPTIONAL TOURS

The following tours will be offered for Joint Industry Summit attendees and guests. The tours have been chosen specifically for this event and will allow you to explore Lake Tahoe and the surrounding area.

### Spouse Tour: Wine Tasting at Truckee River Winery

Monday, September 24 • 11:00 AM

### Alibi Ale Works Brewery Tour & Tasting

Tuesday, September 25 • Afternoon

### Horseback Riding at Piping Rock

Tuesday, September 25 • Afternoon

### Biking: Cruise Along the Truckee River

Tuesday, September 25 • Afternoon

Separate pre-registration and fee is required for the tours.

Learn more at [ISD.org](http://ISD.org) for pricing details.

## JOINT INDUSTRY SUMMIT CLOSING PARTY

Dress in your finest 80s gear, and dance and Bingo the night away with prizes, DJ Bingo, Miss Bingo and four BinGO-GO dancers to set the mood. Heavy hors d'oeuvres and cocktails will be served. Prepare to have some FUN!

### "The Great Bingo Revival"

Tuesday, September 25 • 6:30 PM – 9:30 PM

## **ISD/FPDA JOINT INDUSTRY SUMMIT**

105 Eastern Ave, Suite 104  
Annapolis, MD 21403  
1-410-940-6344



# **ACHIEVE NEW HEIGHTS**

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### **ACCOMMODATIONS**

**Resort at Squaw Creek Lake Tahoe**  
400 Squaw Creek Rd  
Olympic Valley, CA 96146  
Phone: (530) 412-7034

#### **Room Rates:**

ROH, single/double occupancy: \$199/night  
Fireplace Suite, single/double occupancy: \$229/night  
Deluxe Fireplace Suite, single/double occupancy: \$249/night

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**Book online by visiting [ISD.org](http://ISD.org).**