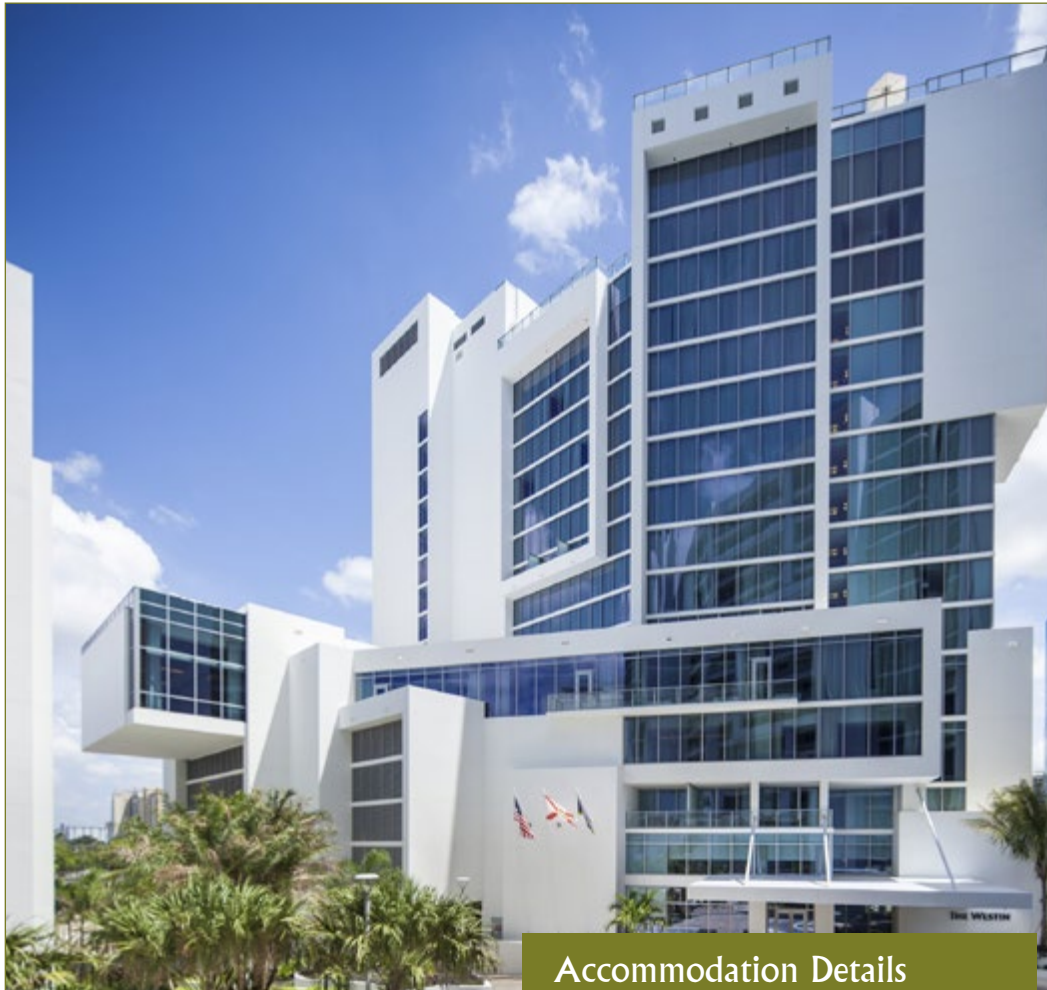


2019 | SUMMER CONFERENCE SERIES

Florida Club Summit | August 4-7, 2019



THE WESTIN

SARASOTA

100 Marina View Drive
Sarasota, Florida 34236
941-217-4777

Accommodation Details

Traditional Guest Room \$189.00*
*plus applicable taxes

Notes:

Reservation deadline July 13, 2019.
Valet Fee: \$5.00 per day
No Resort Fee.
7 day cancellation policy.
\$10.00 per night valet parking fee.



Sarasota Yacht Club

Club Management Institute

The Trust Edge with Captain Wes Huey *Everything of Value is built on Trust*

Fee: \$295* includes
education session & lunch
*Not included in Conference
Registration Fee

Conference Schedule

Sunday, August 4

11:00 am Registration Opens
10:00 am CMI – Club Management Institute*
Sarasota Yacht Club
The Trust Edge with Captain Wes Huey
Everything of Value is Built on Trust

*Additional fees apply, 6 CMI credit awarded for successful completion.

6:00 pm Welcome Reception

Monday, August 5

7:30am Continental Breakfast
8:00 am Chapter Business Meeting
9:30 am Keynote Presentation – Dan Thurmon
Off Balance On Purpose
11:30 am Lunch & Learn
12:45 pm Bill Acheson
Nonverbal Communication – The Hidden Message
2:30 pm Moore eSSentials
165 Hour Interview
7:00 pm Chapter Dinner – The Oaks Club

Tuesday, August 6

8:00 am Continental Breakfast
8:30 am GM Mentoring Panel – *The Best and Brightest*
Moderated by Kurt Kuebler
11:45 am Club Showcase
12:30 pm Dan Quiggle – The Quiggle Group
Create the Best Version of You!

Afternoon to explore Sarasota

Wednesday, August 7

9:00 am – 12:00 pm – Andy Stangenberg
The Q-Principle

NOTE: Speakers and times are subject to change. Please visit the Chapter website for updated information.

Meeting Notes:

ATTIRE

Business Meeting/Education

Resort Casual (no tee shirts, cargo shorts or jeans)

Welcome Opening Reception and Chapter Dinner

Resort Casual (no tee shirts, cargo shorts or jeans)

CHAPTER DINNER

Monday, August 5th

The Oaks Club



Sponsored By:



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2019 | SUMMER CONFERENCE SERIES

FLORIDA CLUB SUMMIT

Conference Speakers



Dan Thurmon

Off Balance on Purpose

How do you succeed in today's challenging, changing business climate? How do you sustain the commitment to grow personally and professionally?

Transitions of all kinds can be demanding and difficult. But these moments are also gigantic opportunities to redesign your approach to life and business. As we expand our global reach, this session will give you the encouragement and tools to take action!

In this energizing and "must see" session, Dan Thurmon, author of *Off Balance On Purpose*, will show you how to take charge of your circumstances, stretch your abilities, and create your blueprint for professional success!

In signature fashion, Thurmon punctuates his message with dynamic demonstrations, incorporating acrobatics, breathtaking stunts, and audience interaction to create a one-of-a-kind experience your audience will never forget.



Tricia Tamkin and Jason Thibeault
Moore eSSentials

165 Hour Interview

ALL Managers make hiring mistakes. It's harder to get hired into Google than to be accepted into Harvard. But even Google admits almost half of their hires are mistakes. When an interviewee walks into the room, the interviewer has already reviewed their resume and determined a technical fit. The next ten seconds seals it. The first impression slants the remainder of the initial interview with confirmation bias. But work merit can't be determined in ten seconds or even a fully unbiased hour. And the cost of those mistakes adds up quickly. A truly bad hire may be fired, but a mediocre hire just keeps costing you money.

We resolved the 10-second problem by adding 165 hours to it. The process is based on every other mistake you've ever made. Spill milk? You can either leave it or clean it up. The 165-hour process teaches you to clean up after your mistakes and move on.



Dan Quiggle

The Quiggle Group

Create the Best Version of You!

Dan Quiggle inspires thousands to be the CEO of SELF—the CEO of your life, your leadership journey, and your own success story.

In a dynamic leadership development experience, Dan will equip you with new and unique tools to:

- Envision and live your personal success story
- Pursue a path of emotional intelligence
- Lead a life with purpose, direction, and optimism
- Incorporate an element of fun along your leadership journey

Unleash your full leadership potential.
Maximize your positive impact.

Leave with real life, practical ways to pursue the

next best version of you.

Be empowered in your practical pursuit of extraordinary leadership.



Andy Stangenberg

Q-Principle

Design Thinking – Challenge the Status Quo

Q-Principle focuses on industry specific research and creates programs to deliver most innovative, relevant and pressing lesson plan topics. And one of the currently most sought after subject-matters is - "How do I change my organization to become a bigger player, be more relevant, drive higher service results and become more successful. What can I do to make a difference in my industry?" Some of these answers can be found in - "Design Thinking"



Bill Acheson

Nonverbal Communication - The Hidden Message

In face-to-face communication, body language accounts for more than two thirds of the impact of your message. Learn how your appearance, posture, gestures, facial expression, eye contact, and voice quality impact your message. Special attention is given to gender differences and how they may account for misunderstanding.

GM Mentoring Panel

Moderated by Kurt Kuebler

Join Kurt Kuebler, of Kopplin Kuebler and Wallace as he explores the traits, expectations and realities of today's club world and the traits and attributes needed to succeed. The panel will include some of the brightest minds in the club management world who will share their views, experiences and tales of their journey and how you too can become a "Rising Star".

Captain David Huey ***Trust Edge Experience***

6 hour CMI - Leadership

Sunday, August 4

\$295



Trust can be our biggest expense or greatest asset. For the trusted brand, people pay more, come back and tell others. The trusted leader is followed and the trusted salesperson is bought from.

We know how difficult it can be to develop and build high trust relationships and increase member satisfaction and engagement.

This session will build on the 7 Pillars of Trust introduced at Conference in 2018 and is packed with actionable tools you can apply to increase performance, build trust and grow in your leadership skills.