**NARPM® 2019 Convention Program Sub-Committee Conference Call RECAP**

**March 20, 2019**

Present: Pete Howlett Sarah Turocy

Bret Brockbank Joi Walker

Brooke Doty Dawn Ostovich

* We have received 21 Call for Presentation submissions to date.
  + You can review them [here](https://www.narpm.org/2019-convention-committee-docs).
  + Final date for submissions is Friday, March 22
  + Committee asked National to put together another SurveyMonkey with all of the submissions for the full Convention committee to rate.
    - Add B/O suggestion of software/Partners
    - Add B/O with paid speakers
* The committee selected the following paid speakers:
  + Wednesday, Oct. 16
    - Vince Posente
    - $15,000 plus $1,500 travel and ground, hotel and meals in event city.
      * A breakout would add $5,000 to his fee and an extra hotel night.
    - Keynote Topic: Age of Speed
  + Thursday, Oct. 17
    - Jon Acuff
    - $30,000 plus $1750 flat travel and hotel
      * Adding a breakout would be an additional $10,000
    - Keynote topic TBD
      * **Here are his keynote topics:**
      * **Finish: The Surprising Truth about Accomplishing Goals**
      * According to a study conducted by the University of Scranton, 92% of resolutions fail. That’s a staggering number considering how important goals are to companies. You actually have a greater shot of getting into Julliard in New York City to be a ballerina than hitting your next sales goal. Or...
      * [Read more](https://premierespeakers.com/jon_acuff/speech_topics)
      * **Do Over: Investing in the 4 Things that Every Great Business Needs to Navigate Change**
      * The rate of change gets faster and faster each day. Technology is changing, ask the Flipcam and Blockbuster. Careers are changing, ask graphic designers who seemingly overnight had to learn how to design for a new online medium. Whole industries are changing, ask the hoteliers who suddenly find...
      * [Read more](https://premierespeakers.com/jon_acuff/speech_topics)
      * **Hustle and Empathy: Two Surprising Sides of Sales**
      * Connectivity has changed selling in some wonderful, terrible ways. On the one hand, you have access to more people and opportunities than ever before in the history of mankind. On the other, free music, free apps and free content are teaching consumers to expect the world for free. Buyers can...
      * [Read more](https://premierespeakers.com/jon_acuff/speech_topics)
  + Friday, Oct. 18
    - Beth Ziensis
    - $6,500 plus hotel for 2 nights
      * Keynote: Secret Tech Weapons for Professionals
      * B/O: Tech tools for Social Media
  + Committee needs to determine an alternate speaker in case a contract falls through.
* Committee asked National to put together a list of all past paid speakers from the Convention
  + Don’t want to repeat speakers
* Next Program Sub-Committee call will be Wednesday, April 3 at 12:00 pm EST.