



NBWA 81ST Annual Convention REGISTRATION FORM

MANCHESTER GRAND HYATT • SAN DIEGO, CA • SEPTEMBER 23-26, 2018

Type or print for each person or couple registering. Photocopy additional forms as needed.

NAME _____		NICKNAME _____
TITLE _____		
SPOUSE NAME (IF ATTENDING) _____		NICKNAME _____
TITLE _____		
COMPANY NAME _____		
COMPANY MAILING ADDRESS _____		
CITY _____	STATE/COUNTRY _____	ZIP CODE _____
PHONE _____	EXT. _____	FAX _____
EMAIL ADDRESS _____		

Please check here if you are disabled and require special services. Attach a written description of needs.

REGISTRATION FEES

Reduced Rates for Multiple Registrants

- Full Convention Registrant # 1
- Full Convention Registrant # 2
- Full Convention Registrant # 3 and 4*
- Full Convention Registrant # 5 or more**
- Full Convention Spouse
- State Association/Government Employee

	FEE BEFORE SEPTEMBER 14, 2018		FEE AFTER SEPTEMBER 14, 2018		FEE
	Member Beer Distributor and Associate Member	Non-Member Beer Distributor	Member Beer Distributor and Associate Member	Non-Member Beer Distributor	
<input type="checkbox"/> Full Convention Registrant # 1	\$699	\$1,398	\$749	\$1,498	_____
<input type="checkbox"/> Full Convention Registrant # 2	\$699	\$1,398	\$749	\$1,498	_____
<input type="checkbox"/> Full Convention Registrant # 3 and 4*	\$599	\$1,198	\$649	\$1,298	_____
<input type="checkbox"/> Full Convention Registrant # 5 or more**	\$574	\$1,148	\$624	\$1,248	_____
<input type="checkbox"/> Full Convention Spouse	\$225	\$225	\$225	\$225	_____
<input type="checkbox"/> State Association/Government Employee	\$225	\$225	\$225	\$225	_____

* Discount applies after 2 full registrations have been made
** Discount applies after 4 full registrations have been made

PAYMENT METHOD

- Check Enclosed MasterCard/Visa AMEX

CREDIT CARD NO. (Print Clearly) _____ EXPIRATION: MONTH/YEAR (MM/YY) _____

NAME ON CREDIT CARD _____

ADDRESS _____ CITY/STATE _____ ZIP _____

SIGNATURE _____

TOTAL REGISTRATION FEES \$ _____

TOTAL PAYMENT (U.S. FUNDS) \$ _____

CREDENTIAL OF VOTING DELEGATE NBWA Distributor Member Only

The following named individual from this company will act as our voting delegate during the Distributor Member Meeting.

NAME OF VOTING DELEGATE _____ POSITION/TITLE _____

AUTHORIZED BY _____ PRINT NAME AND TITLE OF SIGNATOR _____

THREE EASY WAYS TO REGISTER:

WEB: www.nbwa.org/convention

MAIL: National Beer Wholesalers Association
P.O. Box 79556
Baltimore, MD 21279-0556

EMAIL: mmoreland@nbwa.org

Please check box of seminars you will attend (select up to three seminars total, one per day)

2018 EDUCATION SEMINARS

Sunday, September 23, 1:00 – 2:30 p.m.

- Developing an e-Commerce Sales Strategy
- Health Plan Language

Monday, September 24, 8:00 – 9:15 a.m.

- Are the 4 P's of Your Business Still True Today?
- The Talent War: How Creating an Inclusive Culture is Key to Your Organization's Success
- How Best to Invest: Turning Warehouse Performance into a Competitive Advantage
- With More Distributors Choosing Warehouse Automation, is it Right for You?
- Drugs in the Workplace
- Cider is Back!
- Balance Your Portfolio to Improve Return and Reduce Risk
- Maximizing Profitability with SKU Rationalization

Tuesday, September 25, 8:00 – 9:15 a.m.

- Developing Sales People Consistently and Constantly
- 10 Benchmarks to Drive Efficiency and Improve Profitability
- Strategic Facility Design and Warehouse Optimization
- Best Practices for Distributor Price Management and Promotion Communication
- Recent Franchise Cases and How They Impact the Future of the Industry
- Best Practices in Supplier Interactions
- Tax Reform Today: What You Need to Know for Your Future

REGISTRATION INSTRUCTIONS AND POLICIES

Please allow three (3) weeks for a registration acknowledgment from NBWA.

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EMAIL: mmoreland@nbwa.org

GENERAL INFORMATION

- Use one form for each person or couple registering. Photocopy additional forms as needed.
- A check payable to NBWA for all fees due must accompany this form or provide VISA, AMEX or MasterCard information. All funds must be in U.S. dollars.
- Type or print all requested information. Badges will be printed exactly as the forms are submitted.
- The **cut-off date for online registration is September 21, 2018**. After that date NBWA cannot guarantee your registration packet will be available in the pre-registration lines.
- **After September 21, 2018, attendees should register on-site.**

VOTING DELEGATE CREDENTIAL

- NBWA distributor member in good standing are asked to designate one person from their company to act as their voting delegate during the NBWA Distributor Member Meeting on **Sunday, September 23, 2018**. The voting delegate credential box should not be signed by the person who is designated as the company's voting delegate but by another officer of the company.

CANCELLATION AND REFUND POLICIES

- All requests for refunds must be made in writing. Telephone requests cannot be honored.
- A 100% refund will be made on registration cancellations **received in writing by August 31, 2018**.
- A \$100 administration fee **per person** will be charged on registration cancellations **received in writing September 1 through September 14, 2018**.
- **No refunds** will be made for registration fees after **September 14, 2018**.
- Send written notification of cancellation to Maggie Moreland by email mmoreland@nbwa.org.

NON-MEMBER SUPPLIERS

- In order to attend the NBWA Annual Convention, NBWA policy requires all suppliers to the beer distribution industry to be NBWA associate members. For membership information, please contact the NBWA Membership Department at 800-300-6417, ext. 114.



HOTEL RESERVATIONS

All hotel reservations should be made directly through:

Manchester Grand Hyatt

1 Market Place
San Diego, CA 92101

To make reservations, call:
1-888-421-1442

The last day to make hotel reservations and receive the discounted room rate is **August 28, 2018**. The NBWA guest room block can sell out prior to August 28, 2018. Once the block is sold, rooms and rates cannot be guaranteed.

The NBWA discounted room rate is **\$269 + tax for single/double occupancy**.

Be sure to indicate you are attending the NBWA Convention in order to take advantage of the discounted room rate.

Questions? Call NBWA at 800-300-6417 or email info@nbwa.org.