



# NBWA 82<sup>ND</sup> Annual Convention and Trade Show

## REGISTRATION FORM

CAESARS PALACE, LAS VEGAS, NV • SEPTEMBER 22-25, 2019

Complete and return this form to:

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

**EMAIL:** mmoreland@nbwa.org

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 6, 2019
Member Beer Distributor and Associate Member
Non-Member Beer Distributor
\$699
\$1,398
\$699
\$1,398
\$649
\$1,298
\$599
\$1,198
\$250
\$250
\$250
\$250

FEE AFTER SEPTEMBER 6, 2019
Member Beer Distributor and Associate Member
Non-Member Beer Distributor
\$749
\$1,498
\$749
\$1,498
\$699
\$1,398
\$649
\$1,298
\$250
\$250
\$250
\$250

FEE
_____
_____
_____
_____
_____

\* 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 \_\_\_\_\_

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

### 2019 EDUCATION WORKSHOPS

#### Sunday, September 22

1:30 – 2:45 p.m.

- The Future of Brick & Mortar Shopping
- Bang for the Buck: A Strategic Approach for Beer Knowledge Training Development
- How to Grow Revenue in a Hyper-Competitive Market

#### Monday, September 23

8:00 – 9:15 a.m.

- Benchmarking – You Must Do It!
- Winning in Your Key Accounts
- Recent Legal Challenges to State Liquor Laws and How They Impact the Future of the Industry.
- Talent Development Solutions for the Next Generation of Employees
- HealthCare is My Top 3 Line Item Business Expense – Is There a Way to Save Money?
- Supplier Consents to Transactions – Getting to Yes!
- Bigger Profits in a Shrinking Market (**Distributor Members Only**)
- How Your Business Can Take Advantage of EDI Without Spending a Dollar

#### Tuesday, September 24

8:00 – 9:15 a.m.

- 20 Things Wholesalers Need to Stop Doing
- How eCommerce is Impacting the Three-Tier System
- Stepping Up Your Company's Analytical Game-Plan
- Recruiting and Retaining A-Players in a Challenging Market
- Conversations You Should be Having with your CPA – Tax and Financial Topics Applicable to Beer Distributors
- The Not So Great Value Reset
- Forecasting – How Much Money are you Leaving on the Table?
- One Size Does Not Fit All: Automating & Optimizing Beverage Wholesalers (**Distributor Members Only**)
- Sell Me A Beer, Geek!
- Bolting On or Buying In: Beer Distributors and Non-Alcohol Drinks

# REGISTRATION INSTRUCTIONS AND POLICIES

## IT'S EASY TO REGISTER!

**WEB:** www.nbwa.org/convention

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

**EMAIL** mmoreland@nbwa.org

**FAX:** 703-519-3079

## 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, MasterCard or AMEX 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.

## VOTING DELEGATE CREDENTIAL

- NBWA member distributors 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 22, 2019**. 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 30, 2019**.
- A \$100 administration fee **per person** will be charged on registration cancellations **received in writing August 31 through September 15, 2019**.
- **No refunds** will be made after **September 15, 2019**.
- Send written notification of cancellation to Maggie Moreland by email at [mmoreland@nbwa.org](mailto: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:

### **Caesars Palace**

3570 Las Vegas Boulevard South  
Las Vegas, NV 89109

**To make reservations, call:**  
1-866-227-5944 and **use the group code SCNB9**

The **last day to make hotel reservations** and receive the discounted room rate is **August 30, 2019**. The NBWA guest room block can sell out prior to August 30, 2019. Once the block is sold, room rates cannot be guaranteed.

**The discounted room rates are:**  
**\$214 per night** – Forum Tower

**\$223 per night** – Palace, Augustus and Octavius Towers

Be sure to indicate you are attending the NBWA Convention and Trade Show in order to take advantage of the discounted room rates.

**Questions? Call NBWA at 800-300-6417 or email [info@nbwa.org](mailto:info@nbwa.org).**