

# Tentative Schedule at a Glance\*

## Tuesday, October 17

<b>2:00 to 4:00 pm</b>	Executive Board Meeting
<b>4:00 to 6:00 pm</b>	Registration
<b>6:00 to 7:00 pm</b>	Dinner on your own
<b>6:00 to 7:30</b>	Board Dinner
<b>7:30 to 8:30 pm</b>	Early Bird Reception/Golf Meeting
<b>8:30 to 11:00 pm</b>	Reception/Networking



## Wednesday, October 18

<b>8:30 to 10:00 am</b>	Registration
<b>8:00 to Finish</b>	Annual Golf Tournament (Registration/Fee Applies)
<b>10:00 to 12:00 pm</b>	Montgomery Historical Walking Tour (Included free with registration!)
<b>12:00 to 1:00 pm</b>	Lunch on your own
<b>1:00 to 2:00 pm</b>	How Collaboration Supports Independent Campus Store Operation – Anthony Martin, indiCo
<b>2:10 to 3:10 pm</b>	Opening Keynote: Leadership & Pivoting in a Business Environment – Mike Kelly, Texas Book Co.
<b>3:20 to 4:20 pm</b>	What's Hot 2016! – Idea Exchange (Store Participation Appreciated) – Drew McIntosh, Middle Georgia State University Bookstore
<b>4:30 to 5:30 pm</b>	Knowing Your Store – Justin Garelick, Sidewalk
<b>5:30 to 6:45 pm</b>	Registration and Reception (Hospitality Suite)
<b>7:00 to 9:00 pm</b>	Opening Night Dinner
<b>8:00 to 9:00 pm</b>	Jody Fuller – Standup Comedian, Iraq Veteran
<b>9:00 to 11:00 pm</b>	Reception/Networking

## Thursday, October 19

<b>7:00 to 8:00 am</b>	Breakfast
<b>7:00 to 11:00 pm</b>	Registration
<b>8:00 to 8:45 am</b>	Business Meeting
<b>8:50 to 10:05 am</b>	Mega Session Retail Trends in College Stores –Glenda Lembicz, NACS; NACS programming funded by the NACS Foundation
<b>10:10 to 11:00 am</b>	Concurrent Sessions <ol style="list-style-type: none"><li>1. No Student Left Behind: Getting Results from Inclusive Access – Rusty Weldon, Auburn University, and Gordon Elson, RedShelf</li><li>2. Technology Sales Session – Lisa Simonds, Douglas Stewart Co., and Bradley Carr, The Loch Shop @ Clayton State University</li></ol>
<b>11:10 to Noon</b>	Data Session #1 Fall 2017 Oven Fresh Data – Chris Porter, Verba
<b>12:05 to 1:20 pm</b>	Author Luncheon – Robert McCammon, <i>Boy's Life</i>
<b>1:30 to 2:30 pm</b>	Data Session #2 Faculty Watch and Student Watch Data – NACS/indiCo TBD
<b>2:35 to 3:10 pm</b>	Concurrent Sessions 1 Course Materials Panel– Gordon Elson, RedShelf; R. Todd Smith,

VitalSource; Chris Porter, Verba; Josh Collins, Pearson Education  
2. 15 Things You Should Be Doing NOW – Tracy Dyal, ABAC Bookstore  
and Brooke Salter, Georgia Southern University Bookstore

**3:10 to 5:30 pm**  
**5:15 to 5:30pm**  
**5:30 to 6:00 pm**  
**6:00 to 7:30 pm**  
**7:30 to 10:00 pm**  
**10:00 to 12:00 pm**

Trade Show  
Trade Show Giveaways and Drawings  
Pre-dinner Reception—Networking  
Dinner- State of NACS – Mark Frisby, NACS Past President  
Heads or Tails!  
The Music Guys from Montgomery (DJ & Karaoke)  
Reception/Networking

### **Friday, October 20**

**6:50 to 7:50 am**  
**8:00 to 8:50 am**  
**9:00 to 10:00 am**  
**10:10 to 11:25 am**

Breakfast  
Mega Session  
College Store Financials – John Creed, Samford, and Pam Cabiness,  
University Supply Store, University of Alabama  
Concurrent Sessions  
1. Creating Course Materials Affordability Strategies on Campus –  
Glenda Lembicz, NACS  
2. Increasing Sales Through Campus Outreach – Jason Renfroe,  
Kennesaw State University Bookstore  
Mega Session  
Making the Most of the Meeting: Synthesizing Your Learning  
Experience-Glenda Lembicz, NACS; NACS programming funded by the  
NACS Foundation  
Officer Induction/Giveaways  
Association Meeting Discussions  
Lunch on your own  
Executive Board Meeting

\* Agenda Subject to Change

