BTA Business Technology Association® —Southeast—

Spring Break Show Guide

Welcome to Spring Break 2022!

This guide includes all the information you need to know to have a great event.

Health & Safety

Disney has lifted its mask mandate both indoors and outdoors, with the exception of transportation.

PowerPoint Slides

PDFs of the PowerPoint slides will be available at the end of the event on the BTA website at: **www.bta.org/SESpring22Powerpoints**.

Stamp Card & Prize Drawings

Get stamps from at least 30 exhibitors on your stamp card to be entered into a drawing for one of three ($100, $150 and $250) American Express gift cards.

Be sure to drop off your business cards in the fishbowls, baskets, etc., at the exhibitor tables. There will be a number of prize drawings at the end of the event.

Share on Social Media

For those of you who want to Tweet or talk about Spring Break on social media during the event, the hashtag is: **#BTAOrlando**.

Online Show Guide

Scan the QR code below with your mobile device camera or visit **www.bta.org/ShowGuide** for the event schedule, floor plan and exhibitor listings.

Event Sponsors

BTA Southeast would like to thank the Spring Break event sponsors:

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Event Schedule

Friday, April 1

7:30 to 9 a.m.
Registration

8 to 9 a.m.
Breakfast

9 to 9:10 a.m.
Opening Comments

9:10 to 9:20 a.m.
IBPI Presentation: John Eckstrom, Carolina Business Equipment Inc.

9:20 to 10:05 a.m.
Educational Session: "Visual Edge's Managed IT Services Strategy" — David Ramos, Visual Edge IT

10:05 to 10:10 a.m.
Sponsor Presentation: Technology Assurance Group

10:10 to 10:55 a.m.
Exhibits Open

10:55 to 11 a.m.
Sponsor Presentation: Sharp

11 a.m. to Noon
Keynote Address: "Service is a Superpower" — Louie Gravance, Louie Gravance Creative Content

Noon to 1:30 p.m.
Lunch

1:30 to 2:15 p.m.
Educational Session: "Eliminate Making a Bad Hire Forever" — Dale Stein and Brian Suerth, Technology Assurance Group, and Mike Ardry, Automated Business Solutions

2:15 to 3 p.m.
Exhibits Open

3 to 3:45 p.m.
Educational Session: "Data Trends to Improve Your Bottom Line" — Wes McArtor, NEXERA, A BEI Services Company

3:45 to 4:40 p.m.
Exhibits Open

4:40 to 4:45 p.m.
Sponsor Presentation: Xerox

4:45 to 5:30 p.m.
Educational Session: "What Sales Compensation Could Look Like in the Future" — Luis Gonzalez, SalesScoreKeeper

5:30 to 7 p.m.
Welcoming Reception at the Yacht Club Marina

Saturday, April 2

7:30 to 8:30 a.m.
Breakfast (Exhibits Open)

8:30 to 8:35 a.m.
Opening Comments

8:35 to 8:40 a.m.
Sponsor Presentation: Brother

8:40 to 9:25 a.m.
Educational Session: "Win It Easy or Come in Fourth: Business Lessons From My Dad, The Race Car Driver" — Troy Harrison, Troy Harrison & Associates
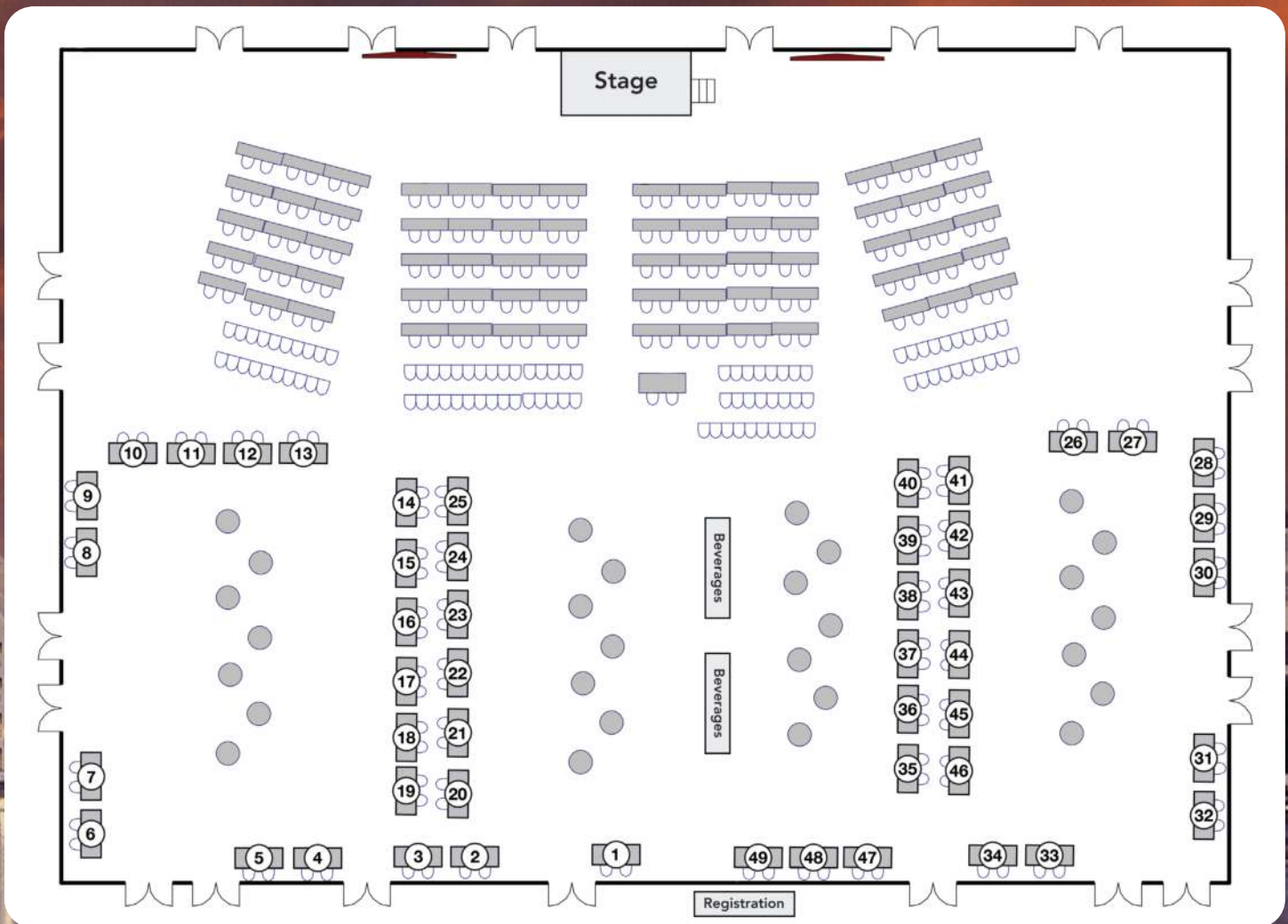
9:25 to 10:15 a.m.
Exhibits Open

10:15 to 11 a.m.
Educational Session: "LinkedIn to Win: Pro Tips to Unleash Your Potential on the #1 B2B Sales Platform" — Rick Lambert, selltowin & In2communications

11 to 11:30 a.m.
Closing Comments & Exhibitor Prize Drawings

Floor Plan

Stage

Beverages

Beverages

Registration

(1) Sharp
(2) GreatAmerica
(3) SalesChain
(4) Tigerpaw Software
(5) NA Trading and Technology
(6) ECI Software Solutions
(7) Macquarie
(8) Distribution Management
(9) IBPI
(10) Printerpoint
(11) Keypoint Intelligence
(12) Verdant Commercial Capital
(13) Epson
(14) CIT
(15) ARLINGTON
(16) ACDI
(17) Wells Fargo

(18) Midwest Copier Exchange
(19) Crexendo
(20) Xerox
(21) Amur Equipment Finance
(22) OPEX Corporation
(23) Hytec Dealer Services
(24) SalesScoreKeeper
(25) AgentDealer
(26) Kyocera Document Solutions
(27) TROY Group
(28) Toshiba
(29) TonerCycle/InkCycle
(30) All Covered
(31) Equipment Brokers Unlimited
(32) EveryonePrint
(33) Oberon Americas
(34) Cranel

(35) Brother
(36) Polek & Polek
(37) Atomic8Ball
(38) Zultys
(39) Technology Assurance Group
(40) WatchGuard
(41) DLL
(42) White Cup
(43) EDA
(44) SentryFile
(45) Clover Imaging Group
(46) LEAF Commercial Capital
(47) FP Mailing Solutions
(48) Kodak Alaris
(49) ConnectWise