

MIPPA MONTHLY

Connected and Tuned-In, Dependable, Fun, Imaginative, Optimistic

MIPPA is dedicated to providing fun experiences and educational exchanges for suppliers and distributors to help build promotional products professionals and increase industry awareness.

THIS MONTH!

December 2023

5

Tuesday Learning Lab:
Writing the Order Right

7

West Michigan Holiday
Luncheon

13

Wild Wednesday Webinar
with Paul Kiewiet and the
Four P's of Success

14

Annual Ugly Sweater
Reindeer Games
via Zoom.

A good lead for me... in February.

It's a regular gathering of different business people. We each occupy one seat that is for our business service or occupation. The most important part of the meeting, other than the coffee we consume, is where we tell everyone what would be a good lead that week.



The mortgage person has to come up with a creative way to say: I want people who are buying a house to contact me. The Realtor has to say in a creative way: I want to know someone who is buying/selling a house.

Of course I have to find a creative way to say:

I want to talk with your Mom/Dad/Son/Daughter/Brother/Uncle/Aunt/Cousin or colleague who is in charge of spending vociferous amounts of money promoting their company/brand or organization...and of course I also want them to buy at catalog price and never need to rush an order.

It's a challenge to think of the perfect lead each and every week, especially in December. I know we can still squeak out an order in time for Holiday giving, but the stress is palpable! This time I asked for a connection for anyone who is looking for ideas for their Valentines Days promotion. It was genius! I suddenly have opportunities that we can casually plan, ship at normal speed and give the client ample time to secure inventory and we both have an enjoyable ordering process. No need to get hives due to worrying if the order will ship in time...and then if the delivery will happen before the Holiday Party.

So let's adopt this attitude from now on. 3 months out is the new target timeline for the customers to think about. I would much rather be thinking about the promise of Spring in 2024 than the Chill of December today!

PRESIDENT'S LETTER

And That's a Wrap!

And that's a wrap! At least it will be in just a few weeks for my presidency. A small part of what might have been the fastest 12 months ever in my career. Not only because this office comes with an extra set of duties beyond being a board member but because MiPPA is an incredibly dynamic organization. We claim to be the premiere regional promotional product association in the country and rightfully so. We're a very dedicated all volunteer organization focused on bringing our members the highest service we can imagine.

No small task given that our volunteers and your board are also making their mark personally and professionally. It's amazing how quickly any given day can fill up.

I was fortunate to have taken the reins from Past President Eric Pehrson coming into my term. The latest in a string of giants whose shoulders I've been able to stand upon to help take MiPPA higher while hopefully setting the stage for one of the few people that I professionally, personally and literally look up to, President-Elect Tony Shereda. 2024 will be a pivotal year for MiPPA in so many ways.

I'm also beyond grateful to the rest of my badass board extraordinaire: David Szidik -Treasurer, Carly Jaeger - Secretary, Mike Freestone, Ashely Grenell, Sandra Kelly, Parker Melvin and Scott Wakefield. There's just no better way for me to describe them, and their contributions, than to let my "everyday language" leak into this professional moment to save you from my getting misty all over this page.

And because he's a living legend – yes, there's documentation – he gets his own paragraph. Thank you to our Executive Director Paul Kiewiet for his guidance and so much more. May you never get tired of hearing our thanks. It happens every day and then some but it's always sincere.

Finally, my thanks to you! Our members, our volunteers and our volunteers-to-be. You're why MiPPA does what it does and why it does it so incredibly well.



Glenn Miotke

2023 MiPPA President

WELCOME MIPPA MEMBERS!

For many members, membership renewal invoices are being sent out now. Your dues are based on the anniversary date of your last renewal and automatically generated from our membership software. This gives you the ability to quickly pay the invoice online or mail a check or even call in and give your number over the phone.

MiPPA provides you with incredible value with great events and services...

- 
- Informative and motivational meetings with guest speakers, dinners, luncheons, samples and networking.
 - A professional community of supportive industry colleagues willing to share and help each other grow and thrive.
 - The TOM Show
 - Promotional Products 101 Course
 - Luncheon With The Stars
 - Product Safety Aware Training
 - Legislative Education Action Day (LEAD)
 - Michigan Leadership Conference
 - Special Social Gathering in August
 - Wild Wednesday Webinars – our monthly webinar series
 - Free Processing of CAS/MAS Credits to PPAI for certification
 - Annual Member Meetings on both sides of the state
 - Volunteer and Leadership Development Opportunities
 - Smitten With The Mitten Factory Tours
 - Exclusive Members – Only Coupon Book
 - Promo Hunt – coupon browser extension
 - Discount on all SAGE products
 - Healthcare Plan through SALA
 - Discounts on Constant Contact
 - MiPPA Monthly – our monthly newsletter
 - www.mippa.org – an informative website with rep directory
 - Discounts on Zoom Catalog

MEMBERSHIP RENEWALS December 2023

Supplier Renewal:

Burnside Sierra Pacific Apparel, American Ad Bag, Aakron Rule Corporation, Maple Ridge Farms,
Warwick Publishing Co., Stouse, Bag Makers Inc

Multiline Rep Renewal:

Incentive Source, Preferred Lines Marketing

Distributor Renewal:

The Corporate Game, Inc.; Panda Promotional Products; Image Builders Unlimited powered by Proforma, Corporate Specialties LLC,
JCG Associates, Inc.; KelseyPromo, Tim Parks LC, CAG Brands, ETC Printing, Complete Source, MHI Promos Inc.;
Jungle Jane Promotions; Mercury Promotions; Media Solutions, Inc. Versacom Inc; HOT Printing and Graphics

PAST PRESIDENTS OF MIPPA

| | | | | | |
|------|------------------------------------|------|---------------------------------|--|-------------------------------|
| 1969 | Chris Franklin | 1992 | Jim Thomson MAS | 2015 | David DeWitt* |
| 1970 | Harold Burnstein | 1993 | Linda Hall MAS | 2016 | John Bates |
| 1971 | Harold Burnstein | 1994 | John Wanat | 2017 | Paul Zafarana CAS* |
| 1972 | Bernie Brauer | 1995 | Christine Haberski MAS | 2018 | Jane Mitchell MAS* |
| 1973 | Bernie Brauer | 1996 | Ruth Kramer CAS | 2019 | Roger Burnett CAS* |
| 1974 | Mike Harrison MAS* | 1997 | Jess Elson MAS | 2020 | Sarah Merrill |
| 1975 | Mike Harrison MAS* | 1998 | Pauline Listerman MAS | 2021 | Sandra Kelley MAS |
| 1976 | Mike Harrison MAS* | 1999 | Al Bates MAS* | 2022 | Eric Pehrson |
| 1977 | Al Thomas | 2000 | Ralene Ehardt | Executive Directors | |
| 1978 | Ken Kelsey MAS* | 2001 | Eric Wittel / Jess Elson MAS | 1981 | Carolyn Quinn |
| 1979 | Ken Kelsey MAS* | 2002 | Michael Crawford MAS | 1982-1984 | Al Ellwood* |
| 1980 | Ken Kelsey MAS* | 2003 | Penny Koch | 1985-1992 | Bob Temske |
| 1981 | Tim Quinn MAS | 2004 | John Bell | 1993-2012 | Donna Hall* |
| 1982 | Tim Quinn MAS | 2005 | John Bell | Interim 2012 | LaDonna Belcher* |
| 1983 | Joseph Nelson | 2006 | John Andersen MAS* | 2012-Present | Paul Kiewiet MAS+* |
| 1984 | Joseph Nelson | 2007 | Tim Hill | * Indicates MiPPA Hall of Fame | |
| 1985 | Tim Quinn MAS / Jim Thomson MAS | 2008 | Tim Hill | <div style="background-color: #0070C0; color: white; padding: 10px; border-radius: 15px; width: fit-content; margin: 0 auto;"> <p><i>Please click on highlighted presidents for their podcast with Roger Burnett.</i></p> </div> | |
| 1986 | Jim Thomson MAS* | 2009 | Cyndi Waldren | | |
| 1987 | Jim Thomson MAS* | 2010 | Kari Moravec Caruso | | |
| 1988 | Greg Campagna MAS | 2011 | Roger Burnett CAS* | | |
| 1989 | Earl Sisson | 2012 | Scott Petrowski | | |
| 1990 | Earl Sisson | 2013 | Tim Stedman | | |
| 1991 | Doug Fraser | 2014 | Chaundra Haynes CAS | | |



featuring
Marsha Londe,
Partner and CEO, Tango Partners
Danon Middleton,
*VP of Supply Chain &
Programs Accounts,*
BOOST ENGAGEMENT

Tuesday, December 5, 2023
12:30 pm ET / 11:30 am CT /
10:30 am MT / 9:30 am PT

Registration URL: <https://attendee.gotowebinar.com/register/1008451609624065623>

Writing the Order Right!

We're salespeople. We know how to write an order! Then why do some orders take so much of our time with endless calls and emails back and forth with the supplier? We call to reserve the goods, so why is the factory out of stock when it's time to ship? What are we losing in time and money? We'll answer those questions and more with straight-from-the-supplier insight. Using the details and checklists from this course, you can write your order right every time.

Learning Objectives:

- Learn what's missing in orders that cause the issues.
- Access the checklist of EVERYTHING that must be included.
- Learn the benefits of writing the order right the first time with your client as well as with the supplier.

About Marsha: After 24 years in industry sales, Marsha started Tango Partners in 2005 (with Danon Middleton), a business focused on assisting distributors with their Request for Proposal responses. Marsha received 25 Pyramid Awards for results driven campaigns, Salesperson of the Year for the largest order, and was recognized as a PPAI Woman of Achievement.

About Danon: Danon has over 30 years in industry operations and management. Formerly VP, Supply Chain & Program Operations at Summit Group, and a founding partner of Tango, she is currently Vice-president of Compliance and Supplier Relations at Boost Engagement.

Registration URL: <https://attendee.gotowebinar.com/register/1008451609624065623>

Tuesday, December 5, 2023
12:30 pm Eastern / 11:30 am Central / 10:30 am Mountain / 9:30 am Pacific

Your Regional Associations — Where Professionals Go to Grow!



Wild Wednesday Webinar

featuring

Paul Kiewiet MAS+
Coach, Speaker, Facilitator,
Exec. Director, MiPPA

Wednesday, December 13, 2023
12:30 pm ET / 11:30 am CT / 10:30 am MT / 9:30 am PT

Registration URL: <https://attendee.gotowebinar.com/register/9166122001256166493>

Purpose, Passion, Principles, Practices: The Four P's of Success

A purpose-driven, passionate life lived to strong principles and disciplined practices generates the type of trust that facilitates collaboration and meaningful relationships and are the foundation of a successful life.

Learning Outcomes:

1. How to discover your “Why”
2. Let Passion fuel your opportunities
3. Identify and Live Your Core Values
4. Your daily habits define your reputation

About Paul: Paul, a former chairman of the PPAI, is an international speaker, writer, coach, and facilitator. He earned the Master Advertising Specialist Plus from PPAI and the Certified Incentive Professional designation from the Association of Incentive Marketing. Paul is also a Certified Life Coach from Fowler Wainwright International Institute of Professional Coaching. He's the winner of ten Golden Pyramid Awards from PPAI for creativity and results and has received two ASI Spirit Awards including Marketer of the Year. He has been inducted into the Michigan Promotional Professionals Association Hall of Fame and the PPAI Hall of Fame.

He founded the sales promotion agency, Promotion Concepts, Inc and grew it into a multimillion-dollar distributorship servicing great brands and companies such as Kellogg's, Coca-Cola, and a host of other fortune 500 Companies. He is the Executive Director of the Michigan Promotional Professionals Association and the author of “Summit: Reaching the Peak of Your Potential”, a promo industry business book on how to succeed and become a top professional.

Registration URL: <https://attendee.gotowebinar.com/register/9166122001256166493>

Wednesday, December 13, 2023
12:30 pm Eastern / 11:30 am Central / 10:30 am Mountain / 9:30 am Pacific

Another TOM Experience from TSPPA, OPPA, MiPPA, PPACHicago, PPAW, UMAPP, CAAMP, PPAMidwest, AzPPA, RMRPPA, NWPMA, HPPA, PPAS, GCPPA, PPAF, PMANC, GAPPP, SAAC, SPPA, PPAMS, PPPC and CASA

Your Regional Associations — Where Professionals Go to Grow!



Thursday, December 7
Holiday Inn Downtown Grand Rapids
11:45 am – 1:15 pm

West Michigan Holiday Luncheon

Thursday, December 7
Holiday Inn Downtown Grand Rapids
11:45 am – 1:15 pm

The Annual West Michigan MiPPA Luncheon. Learn about your 2024 Board Officers and board of directors and learn the State of the Association and the year that was and get a sneak preview of the Events planned for the upcoming year.

Share your thoughts on the direction of the industry and suggest ways we can better serve our members.

Share some holiday joy. Celebrate another great year and help us continue to grow MiPPA.

Ugly Christmas Sweaters are welcome but not required. Have some laughs, enjoy a great lunch and feel good about your future and your industry.

Bring your questions. Bring your suggestions. Bring your ideas.

**REGISTER TO ATTEND AND SUPPORT MORE EVENTS IN
WEST MICHIGAN!**

<https://mipppa.org/event-5401732>

All lunches are served with house salad, and chef's selection of vegetable, coffee, decaffeinated coffee, herbal teas, lemonade, iced tea, and chef's choice dessert.

Select your choice:

Vegetarian Alfredo Penne pasta tossed in a hearty alfredo sauce and sautéed vegetables, garnished with shredded parmesan cheese, onions, mushrooms, tomato, peppers. Or

Grilled Salmon 6 oz. grilled salmon with butter, lemon, wine and caper sauce, served with chef's choice accompaniment. Or

Chicken Florentine Grilled chicken breast topped with sautéed spinach and roasted tomatoes, finished with garlic cream sauce served with chef's choice accompaniment.

MIPPA INVITES YOU TO OUR



Ugly Sweater Happy Hour Silly Games Holiday Party

Join us on Zoom
4:00 pm - 5:00 pm
Thursday, December 14
(ugly sweater and favorite beverage
encouraged but not required)

ZOOM IN YOUR UGLIEST, FLUFFIEST,
ITCHIEST CHRISTMAS SWEATER!

BYOB and Snacks

4:00 PM - 5 PM THURSDAY, DECEMBER 14
VIA ZOOM



Let's take a moment to give Holiday Greetings to our
friends, play some games, share some cheer and say
Good-Bye to 2023~

Register to receive reminder emails.
Or, show up on December 14 on Zoom.

TOM CAT AND PROMO ALL-STARS

ROCK & ROLL



GET READY TO ROCK THE NEW YEAR!

SEE ALL OF YOUR FAVORITE SUPPLIERS AND REPS AT THE JANUARY 26 TOM SHOW

SAN MARINO CLUB - 1685 E BIG BEAVER RD - TROY, MI

CONTINUOUS SHOW FROM 9 AM - 1 PM

FREE ADMISSION FOR DISTRIBUTORS OF PROMOTIONAL PRODUCTS

See all of your favorite industry rock stars as they play their greatest hits and their newest numbers straight outta PPAI Las Vegas and ASI Orlando. You'll be moving and a-grooving into 2024 with all the latest trends, colors, new products and proven winners to get your year off to a strong start.

REGISTER TODAY! <https://mippa.org/event-5401987>

The TOM Show is open for promotional products distributors only, ages 17 and up. Non-member distributors are welcome to attend this show. There is no charge to attend but bring a business card to confirm eligibility. No end users are allowed at this show

HERE'S WHO'S PLAYING THIS GIG

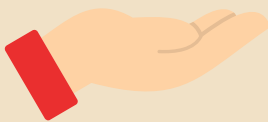
Exhibitors as of 11/17/23: AAA Innovations, American Ad Bag, Arch Promo Group, Bag Makers Inc, Bates Group MI, Big River Marketing, Bridge Marketing Services, Burnside/Sierra Pacific, Casual Image, Charles River Apparel, Cotton Heritage, Cutter & Buck, DManning Results, Edwards Garment, Howard Miller, Joe Eberz & Associates, Jones & Company, Koozie Group, KS Sales Inc., Marketing Motivators, McGovern Marketing Group, Peerless Umbrella, PromoToss, RK Marketing, S & S Activewear, SAGE, SanMar, Showdown Displays, Snugz USA, Starline USA, Team Donlin, Tekweld, The Chest LLC, Vantage Apparel.

BRING COATS, FOOD OR CASH TO THE TOM SHOW NEIGHBORS HELPING NEIGHBORS



The TOM Show
January 26, 2024 - 9 am - 1 pm
San Marino Club - 1685 E Big Beaver Rd - Troy

Prize drawings! The more you give, the more chances to Win!



Neighborhood House supports individuals in need, through a number of forward-thinking programs.

Serving over 3,000 local households a year, Neighborhood House uses an approach built on compassion and inclusion for all neighbors experiencing a time of hardship.

Our vision is a community of neighbors helping neighbors thrive.

Luncheon

with the Stars!



SANMAR



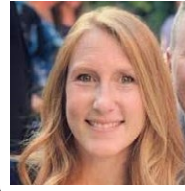
think TEKVELD



BATES GROUP
EST. 2019



Showdown
DISPLAYS



kooziegroup®

Tuesday, February 13

11:30 am -1:30 pm

Holiday Inn Downtown Grand Rapids

310 Pearl St NW

Grand Rapids, MI 49504

Learn from these MiPPA Supplier Rock Stars

How this works...

You may arrive as early as 11:30 am to visit with Shawn Rogers - SanMar, Regina Harrington - Tekweld, John Bates - Bates Group MI, Carly Jaeger - Koozie Group, and John Andersen - Showdown Displays who will have nice displays of their best ideas to help you increase your sales. A delicious plated lunch with salad, your choice of one of 3 entrees and unlimited soft drinks will be served for you to enjoy over a lunch that will fill you up with outstanding new ideas to show and sell your clients.

At 12 Noon, each of the Stars will give a 15 minute presentation, give case histories, show samples and make you offers you can't refuse. We'll have **prize drawings** throughout the hour. When the last presenter is done, you can hang around and visit their displays, order samples, ask questions and get more business done.

The cost is just \$10.00 for MiPPA Member Distributors or \$30.00 for non-member distributors. This luncheon is open to the first 30 registrants. Open only to promotional products distributors - no clients at this event.



RESERVE YOUR PLACE AT THE TABLE

<https://mippa.org/event-5457765>

PROMOTIONAL PRODUCTS DISTRIBUTORS ONLY - SEATING IS LIMITED TO 30



Jennie Eberz Joe Eberz & Associates



Kent Getsee Preferred Lines Marketing



Deborah Mann DManning Results



Kurt McGovern McGovern Marketing

Pizza With The Stars Thursday, March 21, 2024

11:30 am - 1:30 pm

Shields Pizzeria

1476 W Maple Rd, Troy, MI 48084

Learn from the MiPPA Supplier Rock Stars

How this works...

You may arrive as early as 11:30 am to visit with Jennie, Kent, Deborah, and Kurt who will have nice displays of their best ideas to help you increase your sales. A great buffet of the famous Shields Detroit-style pizzas, pastas and bread sticks will be available for you to enjoy over a lunch that will fill you up with outstanding new ideas to show and sell your clients.

At 12 Noon, each of the Stars will give a 15 minute presentation, give case histories, show samples and make you offers you can't refuse. We'll have prize drawings throughout the hour. When the last presenter is done, you can hang around and visit their displays, order samples, ask questions and get more business done.

The cost is just \$10.00 for MiPPA Member Distributors or \$20.00 for non-member distributors. This luncheon is open to the first 30 registrants. Open only to promotional products distributors - no clients at this event.

MARCH 21, 2024
SHIELDS PIZZERIA AND BAR
1476 W MAPLE RD
TROY, MI 48084
PRESENTATIONS FROM 12 NOON - 1 PM
EXHIBITS OPEN 11:30 AM - 1:30 PM



REGISTER TO ATTEND

<https://mippa.org/event-5403885>





SIZZLE IN THE CITY SHOWCASE

a Summertime End User Experience

Thursday, July 11, 2024

10 am - 2 pm

KELLOGG CONFERENCE CENTER

Michigan State University

219 S. Harrison Rd

East Lansing, MI 48824

A Brand New End User Experience is coming to central Michigan at Michigan State University.

SAVE THE DATE!

“Sizzle in the City Showcase” brings top suppliers and reps to the middle of our state for an opportunity for you to show your clients the splendor and awesomeness of our industry. For all member distributors, this is another chance for you to educate your clients on all of the ways you can make them look great.

Distributor and client registration will be opening in March.

Supplier/Exhibitor Registration is open now! <https://mippa.org/event-5444876>



2023 Hall of Fame Inductees, Mike Harrison MAS and Roger Burnett CAS with previous Hall of Fame members.

MiPPA Annual Members' Meeting and Award Celebration November 9 at Carpe Diem Banquet Hall - Southfield



2023 Supplier Rep of the Year Award Winner, Lance Long - SanMar with 2022 recipient, Kerry Schmock - KS Sales, Inc.

The Annual Members' Meeting and Award Celebration was called to order by President Glenn Miotke. The 2023 Board of Directors was recognized and the newly elected board members - Regina Harrington and Jake Wylonis were introduced.

After a review of the past year, 2024 incoming President - Tony Shereda presented his agenda for the upcoming year.



2023 Hall of Fame inductee, Roger Burnett CAS with 2023 Leadership Award recipient, Past President and Director Sandra Kelley MAS



2023 Volunteer of the Year Award accepted by Michael Crawford on behalf of the Genesee Career Institute.

Special Leadership Awards were presented to Past Presidents - Sandra Kelley MAS and Eric Pehrson MASI. The Genesee Career Institute which educates high school students about our industry and provides volunteers to help at our shows was awarded the **2023 Volunteer of the Year Award** accepted by **Michael Crawford** their instructor. **Lance Long**- SanMar received the **Great Lakes Regional Supplier of the Year Award**. One of the association's early leaders and multiple-term past president **Mike Harrison MAS** was inducted into the **MiPPA Hall of Fame**. Also receiving our top honor, **Roger Burnett CAS** was inducted into the 2023 **MiPPA Hall of Fame**.



Reach New Heights

Apply For A Scholarship Today! The Deadline Is March 15, 2024 At 11:59 PM CDT.



Apply Only At:

www.ppef.us/college-scholarships/

Through March 15, 2024 At 11:59 PM CDT

PPEF awards higher education scholarships to students with a parent working in the promotional products industry or who work at an industry company themselves.

**4-Year College Scholarship
For High School Seniors:**

\$9,000 Need-Based
Scholarship

Awarded \$2,250 Annually

**4-Year College Scholarship
For High School Seniors:**

\$5,000 Merit-Based
Scholarship

Awarded \$1,250 Annually

**Chairman's Scholarship For
Career Candidates Entering
Their Junior Year Of College:**

\$5,500 *Awarded \$2,750
Annually For
Two Years*

**1-Year College Scholarship
For Current College Students
Or Trade School Applicants:**

\$2,250 Need-Based
Scholarship

**1-Year College Scholarship
For Current College Students
Or Trade School Applicants:**

\$1,250 Merit-Based
Scholarship

Contact Us @ PPEF@ppai.org

Going to PPAI Expo?

PPAI EXPO

MIPPA MEMBERS SAVE 50% ON SHOW REGISTRATION

PPAI MEMBER DISTRIBUTORS - INCLUDES ACCESS TO EXHIBIT HALL AND CONFERENCE.

\$0 REGISTRATION FEE NOW THROUGH DECEMBER 7, 2023

\$49/PERSON DECEMBER 8, 2023 - JANUARY 18, 2024

MIPPA DISTRIBUTOR MEMBERS (NOT PPAI MEMBERS) - DISCOUNT CODE [PKMIPPA24](#) REQUIRED

\$49.50/PERSON BETWEEN NOW AND DECEMBER 7, 2023

\$74.50/PERSON STARTING DECEMBER 8, 2023 - JANUARY 18, 2024

QUALIFIED NON-MEMBER DISTRIBUTORS - INCLUDES ACCESS TO EXHIBIT HALL AND CONFERENCE.

\$99 REGISTRATION FEE NOW THROUGH DECEMBER 7, 2023

\$149/PERSON DECEMBER 8, 2023 - JANUARY 18, 2024

REGISTRATION AND HOUSING IS NOW OPEN!



PPAI EXPO
JANUARY 15-18
MANDALAY BAY - LAS VEGAS



SALA
Healthcare Program

THE FALL HEALTHCARE OPEN ENROLLMENT SEASON IS HERE.

Through our membership in the Small Association Leadership Alliance, MiPPA can offer our members access to a low-cost healthcare program alternative. This is a shared benefit program (different than traditional insurance).

It is not for everyone. But for those who can take advantage of it, it offers substantial savings.

[FOR MORE INFORMATION ON THIS MIPPA MEMBERSHIP BENEFIT, VISIT THIS SITE.](#)



2023 A YEAR OF VALUE

delivered by MiPPA

WEBINARS AND PROFESSIONAL DEVELOPMENT

- 12 **Wild Wednesday Webinars** with industry thought leaders.
- 12 **Tuesday Learning Labs** – monthly skill-building instruction.
- Luncheons With The Stars** in Grand Rapids, Troy, Northville, and Frankenmuth
- Promotional Products 101** in Livonia and Grand Rapids

EXCLUSIVE COUPON BOOK

Our Members' Only Coupon Book provided thousands of dollars of exclusive savings. More than 30x the cost of our membership.

Promo Hunt Coupon Finding Browser Extension

Members' Only Browser Extension that finds discounts and values for you everytime you search for products with a handy supplier reference too.

ADVOCACY

MiPPA once again monitored legislation and actions and sounded timely alerts. We make sure your voices are heard and your interests are protected in Lansing and in Washington D.C. MiPPA monitors government actions and sends out Action Alerts to our members throughout the year.

HEALTHCARE ALTERNATIVE

Our members can choose a shared benefit healthcare program through the Small Association Leadership Alliance that can provide big savings over traditional insurance plans. You asked. We listened.

DISCOUNTS

- Member distributors receive a 10% discount on SAGE services.
- PromoHunt coupon finding browser extension finds savings for you on the products you search for.
- Discount on Constant Contact email services.
- Discounts on ZoomCatalog.

THE GOOD TIMES CONTINUE TO ROLL

- January 20 - The TOM Show at the San Marino Club in Troy
- February 9 - Promo 101 and Luncheon With the Stars - Grand Rapids
- February 28 - Product Safety and Sustainability Workshop - Grand Rapids
- March 1 - Legislative Education Action Day Breakfast - Lansing
- March 2 - Product Safety and Sustainability Workshop - Livonia
- March 23 - Pizza With the Stars - Shields Pizza in Troy
- April 13 - Northville Luncheon With The Stars
- May 17 - Ideas In Bloom Show at Frederik Meijer Gardens in Grand Rapids.
- June 13- Traverse City Mini Showcase at the Hotel Indigo
- July 20 - Promo 101 and Chicken With The Stars - Frankenmuth
- September 20 - Promotions That ROAR! Show at Ford Field in Detroit.
- November 9 - Annual Members Meeting and Awards Celebration Dinner
- December 7 - West Michigan Holiday Luncheon
- December 14 - Members' Holiday Happy Hour Virtual Party

WEBSITE & NEWSLETTER

Manage your membership and get the latest information about our Events, Professional Development, Volunteer and Trade Shows. www.mippa.org Our MiPPA Monthly Newsletter brings you the latest news and events fresh every month.

Michigan Promotional Professionals Association
1016 Kelsey St NE
Grand Rapids, MI 49505
269-806-4489



ASOBU®
**On The Rocks Cooler
 Metallic Packaging Set**
 ITEM No.
 LA021MPS
 Min - 48 pcs.
 As Low As
 USD - \$ 61.90 c
 CAD - \$ 71.68 c
 Color Options



ASOBU®
**Ultimate Metallic
 Packaging Set**
 ITEM No.
 SM30 MPS
 Min - 48 pcs.
 As Low As
 USD - \$ 58.71 c
 CAD - \$ 67.99 c
 Color Options



www.adnart.com

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Employee Gifts

Milestones

Customer Loyalty

VIP Gifts

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 Holiday Drinkware Essentials.



Contact for help with your Holiday Projects:
 adnart@adnart.com



ASOBU®
**Cold Brew Insulated
 Coffee Maker**
 ITEM No.
 KB900
 Min - 25 pcs.
 As Low As
 USD - \$ 63.65 c
 CAD - \$ 73.70 c
 Color Options



ASOBU®
Ultimate Coffee Mug
 ITEM No. SM30
 Min - 48 pcs.
 As Low As
 USD - \$ 21.54 c
 CAD - \$ 23.68 c
 Color Options



ASOBU®
**Pourover Portable
 Coffee Maker**
 ITEM No.
 PO300
 Min - 24 pcs.
 As Low As
 USD - \$ 60.03 c
 CAD - \$ 69.51 c
 Color Options



ASOBU®
Tower Mug
 ITEM No.
 SM90
 Min - 48 pcs.
 As Low As
 USD - \$ 23.36 c
 CAD - \$ 27.06 c
 Color Options



The New Boulder Mug #4094 16 oz. Not Pictured - Slate Grey and Black - In Stock January



Burgundy Speckle/Tan

Midnight Blue Speckle/Tan

White Speckle/Tan

Red Speckle/Tan

The Rustic Tavern Mug Line - This mug series has a beautiful rustic finish. In stock now!



#4416 16 oz. Blue/Tan

#4416 16 oz. Tan/Beige

#4416 16 oz. Rust/Beige

The colors under the clear glaze change from mug to mug and maintain a blended uniformity.

The Antique Bistro Mug Line - This mug series has an antique appearance while showing off unique colors. In stock now!



1376-Antique Blue

#1376 -Antique Rose

#1376 -Antique Lt. Blue

#1376 -Antique White

| ITEM & ONE COLOR IMPRINT | 5c | 72 | 144 | 288 | 504 | 1008 |
|----------------------------------|----|--------|--------|--------|--------|--------|
| #4094 16 oz Boulder Two Tone Mug | | \$4.99 | \$4.79 | \$4.56 | \$4.49 | \$4.39 |
| #4416 16 oz. Rustic Travel Mug | | \$6.65 | \$5.32 | \$5.15 | \$4.92 | \$4.75 |
| #1376 16 oz. Antique Line Mu | | \$5.69 | \$4.62 | \$4.20 | \$3.99 | \$3.79 |

Set-Up \$45G, no reorder set-up. Prices do not include shipping and/or artwork charges if needed.

You can see other products and abilities on the universalprinting.net website. Our company also laser etches glassware, wood and bamboo products. We pour custom candles with a wide variety of candle scents!

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COMING ATTRACTIONS!

Coming



Events

FEBRUARY



13: Tuesday Learning Lab
13 - Grand Rapids Luncheon
With The Stars
28 : Wild Wednesday Webinar



14 - Tuesday Learning Lab
15 - Ideas in Bloom Show
29: Wild Wednesday Webinar

DECEMBER



5th: Tuesday Learning Lab on Writing the Perfect Order
7th: West Michigan Holiday Luncheon at Grand Rapids Downtown Holiday Inn
13th: Wild Wednesday Webinars featuring Paul Kiewiet MAS+ on Finding Your Why!
14th: Annual Ugly Sweater Reindeer Games Members Happy Hour Zoom

March



6: LEAD Lansing
12 - Tuesday Learning Lab
21 - Pizza With The Stars at Shields of Troy
27: Wild Wednesday Webinar

JUNE



11- Tuesday Learning Lab
11- Traverse City MiniShowcase at Great Wolf Lodge
26: Wild Wednesday Webinar

2024

JANUARY



9: Tuesday Learning Lab
26: The TOM Show at the San Marino Club in Troy.
31 : Wild Wednesday Webinar

APRIL



9 - Tuesday Learning Lab
24: Wild Wednesday Webinar
30 - Smitten With The Mitten Factory Tour at Edwards Garment in Kalamazoo.



9- Tuesday Learning Lab
11 - Sizzle in the City Showcase End User Show in E. Lansing!
31: Wild Wednesday Webinar

2024 - Another Great Year is in the works!

August - Special Fun Day Event
September 18: Promotions That ROAR!
October - Power Partners Meetings
November - Annual Meeting and Awards
December - West Michigan Holiday Luncheon

Visit www.mippa.org for more details.