

# 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!

July 2023

11

Tuesday Learning Lab on Social Media

20

Chicken With The Stars

26

Wild Wednesday Webinar on Sustainability

## Do You Want Fries With That

I've been in the sales game for as long as I can remember, starting out at my parents' seasonal beach store when I was just a kid. Whether it was convincing the little ones to buy that extra penny gumball or getting customers to go for a baker's dozen of mouth watering donuts, I've always been on a mission to make that extra sale.

You know how it goes when you work at the golden arches: "Do you want fries with that?" And in fancy restaurants, it's all about upselling with a full bottle of wine or tempting customers to indulge in a delicious dessert. Regardless of the scenario, upselling not only benefits us as salespeople but also enhances the customer's experience.

Recently, Cliff Quicksell shared an insightful tip in May: asking clients about the type of packaging they plan to use for their project. Now, this might seem like a small detail, but trust me, it can have a tremendous impact in the sales arena. Not only does it benefit us, but it can also do wonders for the client. Imagine better packaging leading to a stronger brand presence and easier distribution. It's a win-win situation for everyone involved!

So, the next time you're closing that deal, don't forget to offer that tantalizing piece of dessert: the packaging. It might seem like a small add-on, but it can make a big difference in your client's success. And remember, when they win, you win too!

Keep hustling and making those sales soar!



# PRESIDENT'S LETTER

## Taking a Moment

**OK, let's do this.**

**Breathe in . . .**

**Breathe out . . .**

**Inhale**

**Exhale**

I wonder if I should set my coffee down in order to properly enjoy this moment of summer calm. I also wonder if I remember how.

Much of the Promoverse becomes quiet when Summer arrives. Almost everyone is either on vacation or about to go and if we're not taking some sort of break then we're preparing for the second half of '23. Because everything is going to ramp up again in August.

This might mean preparing a sales push to close the year out strong. Virtuals and specs on order, email campaigns scheduled and all of the fun that comes with it. Or maybe you just need to clear the decks by devoting some time to resolving that nasty billing problem you didn't "have time" for in the past month. One of those things that beg the question as to whether coffee or calm is the best approach to problem solving.

MiPPA is also taking a moment. We're not adding anything new to our calendar but we're not sitting still either. There's still our award-winning educational offerings both online and in-person at Frankenmuth's "Chicken with the Stars". Either way industry experts show up to keep you up to date. Most times for free – if you're a MiPPA member.

We're also working diligently on our Fall "sales" push because when we do our job yours becomes easier. Promotions that ROAR is shaping up to set a new attendance record – just like the Traverse City Mini-Showcase – and October's Power Partner meeting is filling up nicely as well. So, while you're reflecting on your year so far consider joining your premiere regional association for a great 2023.

Namaste

**Glenn Miotke**  
*2023 MiPPA President*




# WELCOME NEW MIPPA MEMBERS!

## New Distributors:

### Fully Promoted Grand Rapids The Promo Agency Powered by Proforma Ideas for You

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](http://www.mippa.org) – an informative website with rep directory
  - Discounts on Zoom Catalog

# MEMBERSHIP RENEWALS July 2023

## Distributor Renewal:

**Creative Promotions  
of Jackson**

## Supplier Renewal:

**Jones & Co.**

**Apogee Commemoratives**

**SAGE**

**Joe Eberz & Associates**

**S & S Activewear, LLC**

**K.C. Fields and Associates, Inc.**

**Fey Promo**

**The Magnet Group**

**Engraving Job Shop**

# PAST PRESIDENTS OF MIPPA

1969 Chris Franklin  
 1970 Harold Burnstein  
 1971 Harold Burnstein  
 1972 Bernie Brauer  
 1973 Bernie Brauer  
 1974 Mike Harrison  
 1975 Mike Harrison  
 1976 Mike Harrison  
 1977 Al Thomas  
 1978 Ken Kelsey MAS\*  
 1979 Ken Kelsey MAS\*  
 1980 Ken Kelsey MAS\*  
 1981 Tim Quinn MAS  
 1982 Tim Quinn MAS  
 1983 Joseph Nelson  
 1984 Joseph Nelson  
 1985 Tim Quinn MAS /  
 Jim Thomson MAS  
 1986 Jim Thomson MAS\*  
 1987 Jim Thomson MAS\*  
 1988 Greg Campagna MAS  
 1989 Earl Sisson  
 1990 Earl Sisson  
 1991 Doug Fraser

1992 Jim Thomson MAS  
 1993 Linda Hall MAS  
 1994 John Wanat  
 1995 Christine Haberski MAS  
 1996 Ruth Kramer CAS  
 1997 Jess Elson MAS  
 1998 Pauline Listerman MAS  
**1999 Al Bates MAS\***  
 2000 Ralene Ehardt  
 2001 Eric Wittel /  
 Jess Elson MAS  
 2002 Michael Crawford MAS  
 2003 Penny Koch  
 2004 John Bell  
 2005 John Bell  
**2006 John Andersen MAS**  
 2007 Tim Hill  
 2008 Tim Hill  
 2009 Cyndi Waldren  
 2010 Kari Moravec Caruso  
 2011 Roger Burnett CAS  
 2012 Scott Petrowski  
 2013 Tim Stedman  
 2014 Chandra Haynes CAS

**2015 David DeWitt\***  
**2016 John Bates**  
**2017 Paul Zafarana CAS**  
**2018 Jane Mitchell MAS**  
**2019 Roger Burnett CAS**  
**2020 Sarah Merrill**  
**2021 Sandra Kelley MAS**  
**2022 Eric Pehrson**

### Executive Directors

1981 Carolyn Quinn  
 1982-1984 Al Ellwood\*  
 1985-1992 Bob Temske  
 1993-2012 Donna Hall\*  
 Interim 2012 LaDonna Belcher\*  
**2012-Present Paul Kiewiet  
 MAS+\***

**\* Indicates MiPPA Hall of Fame**

**Please click  
 on highlighted presidents  
 for their podcast with  
 Roger Burnett.**

Get Nomination  
Forms and Info at:  
<https://mippa.org/page-18113>



Get Nomination  
Forms and Info at:  
<https://mippa.org/page-18113>

The Michigan Promotional Professionals Association has prospered and nurtured the growth of the promotional products industry throughout the state, the region and the nation. This success is possible because of the selfless and tireless efforts and dedication of individual volunteers who have shared their enthusiasm, professionalism, time, knowledge, vision and efforts to advance their industry and their association. The Michigan Promotional Professionals Association would like to give these individuals permanent recognition through induction into the MiPPA Hall of Fame.

#### **Eligibility and Deadlines:**

To be eligible for our highest honor, a candidate shall have made significant contributions to the membership of MiPPA, the promotional products industry and their community. The candidates may be living or deceased. Candidates must have been a member of MiPPA for a minimum of five (5) years as defined by the MiPPA bylaws. Current MiPPA Board of Directors are not eligible. Candidates must have been off the board for a minimum of two years to be considered.

**Nominations open on June 1, 2023 and close on September 1, 2023. Inductees will be announced and honored at the MiPPA Annual Meeting and Dinner on November 9 at Carpe Diem Banquet Hall in Southfield.**

#### **Nomination Procedure and Election:**

Nominations for Hall of Fame shall be by Association membership. All current MiPPA members are eligible to submit a nomination. Nomination forms are collected by the Executive Director who will forward eligible nominations to the MiPPA Hall of Fame Selection Committee. The Hall of Fame Selection Committee will select and notify the President of the Association and the Executive Director of their selection. Nominees who are not selected will automatically be reconsidered the following year. If not inducted the second year, candidates will need to be nominated again before being reconsidered.

**Nominations must be returned by September 1, 2023** to Paul A Kiewiet MAS+, Executive Director MiPPA  
1016 Kelsey St NE • Grand Rapids, MI 49505 • [paul@mippa.org](mailto:paul@mippa.org)

#### **HALL OF FAME WINNERS**

2022 Paul Zafarana MAS and Jane Mitchell MAS  
2021 John Andersen MAS  
2020 Mary Jo Tomasini MAS+  
2019 David DeWitt and Paul Gualtieri MAS  
2018 Jim Thomson MAS  
2017 LaDonna Belcher  
2013 Allen Bates MAS  
2012 Donna Hall  
2010 Paul A. Kiewiet MAS+  
2009 Kenneth R. Kelsey MAS, Alvin H. Elwood, Sr and Howard J. Steinmetz MAS

Submit Nominations at: <https://mippa.org/page-18113>



featuring  
**Cliff Quicksell Jr., CSP, MAS+, MASI**  
 President & CEO  
**Cliff Quicksell Associates & QuicksellSpeaks**

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

**Registration URL:** <https://attendee.gotowebinar.com/register/3257542223454243680>

## Going For the Gold, Building and Entering an Award-Winning Pyramid Marketing Campaign”©2023

If you are interested in entering and achieving the pinnacle award in the promotional products industry, it would be the PPAI Golden Pyramid Award, then this is the seminar to attend. This award recognizes the excellent creative and innovative use of promotional products in marketing campaigns. This seminar teaches attendees how to think more creatively and what the judges are looking for exactly when reviewing and judging a promotional campaign. We will deep dive into each category, process for entering, and how to actively promote your win. As a multiple time, recipient, I can attest it has helped foster more profitable business, and elevated the client’s perception of what we do, and what can be done with promotional products. A couple of award-winning campaigns will be discussed.

### Learning Objectives:

- How winning can bolster bigger sales and higher profits.
- What makes a successful campaign successful.
- What categories are there to enter.
- What the judges are looking for.
- Methods to archive your information before you enter.
- Review of successful marketing campaigns

**About Cliff:** Cliff Quicksell, Jr., CSP, MAS+, MASI, has been involved in the promotional marketing nearly forty years. During this tenure, he has achieved the MAS+ professional designation, Master Advertising Specialist+. For over thirty-five years, Cliff has been speaking, training, and consulting internationally to associations and national business groups on more effective ways to market themselves, their products, and services, as well as how to motivate their personnel. Cliff is a regular speaker at PPAI EXPO and all ASI Shows, additionally he is the proud recipient of numerous awards. His BLOG, **30 Seconds to Greatness**, won the 8-Legged Media Award for Most Passed Around Content, gaining 80,000 opens and social shares in the first three months. Cliff has also authored three books. In addition to his writing, consulting, and speaking, he is the President of Cliff Quicksell Associates. Cliff is building momentum with the launch of a new company named **The Marketing Academy**.

**Registration URL:** <https://attendee.gotowebinar.com/register/3257542223454243680>

Tuesday, July 11, 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

**Anne Stone CAE,**  
PPAI Director Advocacy,  
Education & Member Engagement

Wednesday, July 26, 2023  
12:30 pm ET / 11:30 am CT / 10:30 am MT / 9:30 am PT

**Registration URL:** <https://attendee.gotowebinar.com/register/6100107435722757726>

### “Sustainability & Corporate Responsibility, How They Can Make a Difference in Your Business”

Join us for this timely and enlightening webinar. We’ve all heard of Sustainability and Product/Corporate Responsibility, but what does it all really mean and how can it impact, enhance our business. This is a great opportunity to learn from and get answered to your questions from one of our industry experts.

#### Learning Outcomes:

- What Sustainability really is
- What it means to have Product Responsibility
- How they both can impact your business
- How to use these initiatives to gain a competitive advantage

**About Anne:** Self-directed and driven executive with experience leading cross-functional teams and driving operational efficiencies to achieve goals. Demonstrated success in building consensus and advancing effective advocacy agendas. A collaborative and creative thinker with strong marketing, promotions, governance, advocacy, and professional development expertise. Skilled at seeing and bridging differing perspectives to make progress.

Oversees a variety of functional areas for the Promotional Products Association International, including professional development, corporate social responsibility and sustainability, government relations and advocacy, member engagement, regional relations, education foundation, and governance work.

**Registration URL:** <https://attendee.gotowebinar.com/register/6100107435722757726>

Wednesday, July 26, 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!**

# VOLUNTEER OF THE MONTH

*Thank you!*

## MICHAEL CRAWFORD & THE GENESEE CAREER INSTITUTE STUDENTS

It's a bird, it's a plane, it's...Michael Crawford and the Super Students of the Genesee Career Institute! MiPPA is proud to have had a great relationship with the Genesee Career Institute for quite some time now. Education is a key focus for MiPPA and it has been an honor to introduce our industry to our future leaders.

This year Michael (Marketing & Visual Design Communication Teacher) and his students stepped up big time for Ideas in Bloom. A group of 10 made the drive to Grand Rapids to help ensure a smooth experience for our guests and learn various aspects of how a trade show is ran. We cannot thank them enough for their support and enthusiasm. We look forward to continuing our great partnership!







# Help Create the Biggest, Best and Most Exciting End User Show in the Country

Call For Volunteers

## Committee Member

The Promotions That ROAR! Committee will be meeting twice per month via ZOOM calls leading up to our September 20 Show.

The committee is chaired by Monica Whitfield MAS, with David Szidik serving as Board Liaison and joined by Executive Director, Paul Kiewiet.

The committee will be planning all aspects of the show and suggesting enhancements to provide new experiences and excitement to this award-winning, talk-of-the-industry event.

This includes:

- The Pre-Show Party at the Gridiron Club the evening before the show
- Set-up day on Tuesday, Sept 19
- Exhibitor recruitment
- Volunteer recruitment for set-up, show time and tear down
- Exhibitor experience
- Show enhancements such as VIP Stadium Tours, Field Goal Kicking Contest, Puppies and Kittens and your creative ideas.
- Show giveaways and prizes
- Traffic Builders
- Hospitality Suites

To learn more and to volunteer, contact [volunteers@mippa.org](mailto:volunteers@mippa.org)

## Set-up Day Volunteer

Tuesday, September 19

We need help on the day before the show and appreciate volunteers helping us for one, two, three or more hours - whatever you are able. Free parking in the Lions Parking Ramp at Gate G.

Our needs include:

- Helping exhibitors load-in
- Labeling the exhibit booths
- Sorting pre-shipments and delivering to booths
- Organizing and filling trade show bags
- Setting up registration areas

To learn more and to volunteer, contact [volunteers@mippa.org](mailto:volunteers@mippa.org)

## Show Day Volunteer

Wednesday, September 20

We need help on Show Day before, during and after the show.

8 am - 11 am: Assist late exhibitors with set-up. Set-up Prize Wheels.

11 am - 3 pm: Assist with Prize Wheels, distribution of show bags.

3 pm - 4 pm: Assist with tear down and pack up for MiPPA and any exhibitors requiring assistance.

To learn more and to volunteer, contact [Volunteers@mippa.org](mailto:Volunteers@mippa.org)

# REACH NEW HEIGHTS IN 2024



**2023  
FINISH STRONG.**

**2024  
START STRONGER.**



LIMITED TO 15 DISTRIBUTOR COMPANIES  
(UP TO 2 PER COMPANY) PER DAY  
20 MINUTE PRIVATE MEETINGS  
WITH  
15 TOP SUPPLIER COMPANIES.

- VIRTUAL AND SPEC SAMPLES
- SELF PROMOTION SPECIALS
- EVERYTHING YOU NEED TO FINISH THE YEAR STRONG.
- EVERYTHING YOU NEED TO REACH NEW HEIGHTS IN 2024.
- INCLUDES GROUP NETWORKING LUNCH
- FREE PARKING

**DISTRIBUTOR COST: \$100.00**



**REGISTER Today**

<https://mippa.org/event-5295908>

**WEDNESDAY, OCTOBER 11**

**THURSDAY, OCTOBER 12**

**10 AM - 4 PM**

**EMBASSY SUITES - LIVONIA/NOVI**

**19525 VICTOR PARKWAY**

**LIVONIA, MI 48152**



# 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](http://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



John Andersen, Territory Sales Manager  
2019 MIPPA Great Lakes  
Supplier Top of the Year Award

Chicken With The Stars!  
Thursday, July 20  
11:30 am - 1:30 pm  
Zehnder's of Frankenmuth  
730 S Main St, Frankenmuth, MI 48734

Join John Andersen MAS - Showdown Display, Joe Eberz - Eberz & Associates, Regina Harrington - Tekweld, and Kurt McGovern - McGovern Marketing as they present what's hot, what's new and what's selling in this delightful luncheon. Arrive early to view their display tables and then sit down to enjoy a great lunch while each highlights the best of their lines. You'll learn about the hottest new products and how to work smarter and get better results. You also have a chance to pick up new literature, samples and maybe even win a fun door prize.

Lunch includes: Two Pieces of Zehnders World Famous Fried Chicken, Mashed Potatoes with Gravy, Grandma Zehnder's Dressing Served with Cabbage Salad, Freshly Baked Breads, Whole Fruit Preserves, Ice Cream, and Coffee, Tea, Milk or Soft Drink

Members: \$10.00  
Non-Members: \$25.00



<https://mippa.org/event-5210829>





Sponsored by  
**SAGE**

# GRIDIRON CLUB PRE-ROAR PARTY

Tuesday, September 19  
6:30 pm - 9:00 pm  
Comerica Gridiron Club - Level 2 - Ford Field

## The ROAR Before The ROAR!

Join your friends for a night to remember.



- Strolling Dinner - The Southwestern Detroit Menu
  - Premium Cocktails, Craft Beer, Wine, Soft Drinks
  - Desserts
- Spectacular Views of Comerica Park and the Detroit Entertainment District
  - Amazing Magician
- Free Parking in the Lions Ramp at 1902 St Antoine

<https://mippa.org/event-5321057>

Just off the second level concourse, this cozy area offers 2 video walls, comfortable couches and communal seating. You can step outside to the patio and enjoy the outdoor furniture, fireplace and views of Comerica Park and the new arena. The perfect place to network, enjoy a strolling dinner, premium beverages, amazing magic and pre-show connections and re-connections.



# Save THE Date

April 17-18, 2024



## 2024 MIDWEST LEADERSHIP CONFERENCE

Keynote Speaker: Mark Ostach "Create a Culture of Digital Wellness"

Additional Topics to include:

AI (Artificial Intelligence) and Chat GPT. How will this affect our industry? What is the future of this? How to implement in your business.

ESG (Environmental, Stewardship and Governance) What every business person needs to know to be relevant in a changing marketplace.

CSR (Corporate Social Responsibility) includes Diversity, Equity, Inclusion, Belonging and Justice. What are others doing? Why is it important to you? What are today's buyers looking for in their supply chain?

Workplace Haptics - Gen Z buying patterns, intergenerational communications.

RRT (Recruitment, Retention and Training) Business Resources to Run Your Business.

This is a great opportunity to meet with industry thought leaders and discuss the future and create the future!

Please take our survey on the important issues facing you today. <https://www.surveymonkey.com/r/9CFSWWJ>

# CLOSE OUT

# PERRY ELLIS

# 25% OFF



### PEM101 / Men's Space Dye Polo

MSRP \$46.00

## \$27<sup>00</sup>\* (a)

5.0 oz.

100% Polyester single knit fabric



**002**  
caviar  
black



**636**  
goji  
berry



**430**  
crown  
blue



**031**  
tradewinds

### PEW106 / Ladies Space Dye Polo

MSRP \$46.00

## \$27<sup>00</sup>\* (a)

5.0 oz.

100% Polyester single knit fabric



**002**  
caviar  
black



**636**  
goji  
berry



**430**  
crown  
blue



**031**  
tradewinds

**Free Shipping:** Minimum purchase of \$250 in Perry Ellis required to qualify.

Offer applies to ground shipment, single shipments within the Continental U.S.

\* Prices apply to sizes S-XL. Add \$4.00 (a) for XXL-4XL.



ASI 77715  
PPAI 255232  
SAGE 68767


PHONE:  
866-231-4309

EMAIL:  
corporatesales@pery.com

FAX:  
800-336-5002

WEB:  
pei-corporateapparel.com

**PERRY ELLIS**  
INTERNATIONAL  
CORPORATE SALES DIVISION

PERRY ELLIS   



**L216 / IMPERIAL SPACE DYE WOMEN'S  
LONG SLEEVE 1/4**

- RAGLAN SHOULDERS: IMPROVES FIT & ALLOWS FOR GREATER RANGE OF MOTION
- THUMB HOLE OPENING: ENSURES THE COVERING OF THE WRIST
- 1/4 ZIP - LOCK DOWN ZIPPER: STAYS PUT WHEN PERFORMING
- AVAILABLE IN MENS, ZIP UP HOODIES AND TANK TOPS.



**H214 / VARSITY MEN'S 3/4 SLEEVE  
BASEBALL TEE**

- DROPTAIL BOTTOM: STRENGTH & DURABILITY
- FLAT LOCK STITCHING: PREVENTS SEAM BURSTING AND TEARS
- DROPTAIL BOTTOM: STRENGTH & DURABILITY
- AVAILABLE IN SHORT SLEEVE, WHITE BODY, AND YOUTH.



**VELVET JERSEY**

**V170 / VELVET JERSEY UNISEX CREW  
NECK TEE**

- MOISTURE MANAGEMENT / ANTI-MICROBIAL TECHNOLOGY
- SUPER SOFT POLYESTER SPANDEX SOLID JERSEY.
- TEAR AWAY NECK LABEL: ACCOMODATES CUSTOMIZED BRANDING
- WOMENS LONG SLEEVE AND HOODIE AVAILABLE.

## CUSTOM ORDERS AVAILABLE CUT & SEWN DIRECTLY FROM OUR FACTORIES

REGISTER TODAY FOR AN ACCOUNT AND RECEIVE EQP PRICING BY GOING TO [WWW.EGPRO.COM/ACCOUNT/REGISTER](http://WWW.EGPRO.COM/ACCOUNT/REGISTER)

Free shipping on orders over \$200+, All backorders will ship within 2 weeks of order being placed. Large and talls sizes available (No upcharges through 3XL). Full sublimation available – no minimum.





Job Board  
Help Wanted  
Positions Wanted

**Opportunity**

Looking for Talent?

Looking for a new position?

**MiPPA Members** may post job openings or job search listings to be posted on the MiPPA Website and MiPPA Monthly Newsletter. Please send a pdf of your listing to: [newsletter@mippa.org](mailto:newsletter@mippa.org)

The listing should include your company name, the position title and include important information such as:

Compensation: (Hourly, Salary, Commission, Draw, etc)

Location: (Office, remote, home based, etc)

Company Background: (Tell them about your company)

Essential Duties and Responsibilities: (what is required of the candidate.

Requirements: What educational or professional experience is required of the candidate.

Who to contact: All inquiries must be directed to the company listing the opportunity.

Remember: This listing should be in the form of a pdf file that we can link to your message.

# SAGE Affiliate Program™

Did you know you get **10% off**  
SAGE products and services?



Build presentations  
for your clients



Stay top of mind with  
email campaigns



Create virtual samples



Keep track of your  
client info and history



Establish a web presence



Create custom  
catalogs and flyers



Process payments



And more!

Work smarter with one easy-to-use solution.

[www.trySAGE.com](http://www.trySAGE.com)

# COMING ATTRACTIONS!

## 2023 MIPPA Events

### JULY



CHICKEN  
WITH THE STARS!



- 11th: Tuesday Learning Lab on Social Media
- 20th: Chicken With The Stars Frankenmuth
- 26th : Wild Wednesday Webinar with Anne Stone on Sustainability

### August



- 8th: Tuesday Learning Lab on Selling Food Programs
- 30th : Wild Wednesday Webinar

### SEPTEMBER



- 12th: Tuesday Learning Lab with Cliff Quicksell MAS+
- 20th: Promotions That ROAR! at Ford Field
- 27th : Wild Wednesday Webinar ASI State of the Industry Report

### OCTOBER

POWER PARTNER MEETINGS



- 10th: Tuesday Learning Lab on Winning Distributor Promotions.
- 11th-12th: Power Partner Meetings in Livonia
- 25th: Wild Wednesday Webinar on Retirement Planning

### November



- 7th: Tuesday Learning Lab on Selling Name Brand Premium Items
- 9th: Annual Members Meeting and Gala Awards Celebration in Southfield
- 10th: Members' Top Golf Event in Auburn Hills
- 10th-11th: Board of Directors Strategic Planning Retreat
- 15th: Wild Wednesday Webinars featuring Rick Brenner on Exit Strategies and Valuations.

### 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+
- 14th: Annual Ugly Sweater Reindeer Games Members Happy Hour Zoom

### JANUARY

2024



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

### 2024

- February - Luncheon With The Stars
- March - Luncheon With The Stars
- April - Luncheon With The Stars
- April 17-18: Midwest Leadership Conference
- May 15: Ideas in Bloom Show
- June - Traverse City Mini Showcase
- July - Chicken With The Stars
- 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](http://www.mippa.org) for more details.