

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!

June 2023

13

Tuesday Learning Lab on Company Stores

13

Traverse City Mini Showcase

28

Wild Wednesday Webinar on Trend Spotting

Spring to Summer in the Mitten State.

Step into the enchanted month of June, where the summer season dances upon our doorstep. Ah, the sixth month of the year, a gateway to pure delight! Michigan, our wondrous abode, offers a landscape so breathtaking, it will steal your heart away. Finally, we bask in the warm embrace of the weather we yearned for during those chilly winter nights.



However, as we glance at the calendar, we find ourselves at the crossroads of summer's beginning and looking forward to the year's grand finale. Planning a joyous summer escapade mirrors the art of nurturing client success. While a spontaneous adventure to your cherished camping spot might tickle your fancy, chances are it won't unfold as you desire. Just as you wisely secure a campsite six months in advance, so too must we embrace foresight and plan ahead for our clients' marketing endeavors.

So, amidst the serenity of your campsite, upon the tranquil waters of your boat, or even within the sanctuary of your backyard, peer into the future. Fast-forward your marketing efforts by six months, and behold the majestic fourth quarter that awaits. With this simple act, we can savor the sweet nectar of summer, while our minds flutter to the crisp embrace of winter. For in the winter's embrace, we shall once again fashion grand plans for the joyous summers yet to come in 2024.

PRESIDENT'S LETTER

Getting Carried Away

Casey (photographer): Glenn, I'd like you to take some fun pics of you on the show floor.

Glenn (as in me): I stink at posed photos.

Casey: I'm sure you can improvise.

Me: >grumble<

Casey: Let's find Scott.



The rest as they say is . . . well, it's something.

Which isn't half bad considering it's my first decent posed picture in two years.

Ideas in Bloom was a great success and it's difficult for me to decide who to thank first without doing a Sally Field on behalf of MiPPA. I guess it's a three-way tie for first between the enthusiastic end users, suppliers and distributors though the Bloom committee headed by Mike Freestone and our incredible volunteers, including the students from Genesee Intermediate School District, were incredible as well. But I'll leave this decision to others to sort out because presidents delegate, right?

The momentum MiPPA has created in 2023 is carrying our region and industry forward at an almost breakneck pace. We're just weeks away from the Traverse City Showcase on June 13th, pausing for nutrition in Frankenmuth on July 20th for "Chicken with the Stars" and Promo 101 because you should be well fed for our first event at Total Golf in August. Details to follow.

September will ROAR once again at Ford Field on September 20th. We're well on the way to a great show given how many suppliers have already registered. Which isn't a surprise since our October Power Partner is already sold out on the supplier side.

All of this plus our award winning online Wild Wednesday Webinars and Tuesday Lunch and Learns!

OK now to catch my breath until next month.

Glenn Miotke

2023 MiPPA President

WELCOME NEW MIPPA MEMBERS!

New Distributors: Leslie Wheeler • T.R. McTaggart

New Suppliers: TravelChair Co. • Pride Slides

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 June 2023

Distributor Renewal:

Everything Ink LLC
 Gap Advertising
 Professional Promo Products
 Proforma Printhouse
 Exclusive Marketing Concepts

Baudville
 GRX
 Gaco Sourcing
 Greengiftz
 Shoreline Promotional
 Products LLC

Supplier Renewal:

Rustico, LLC

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	1997	Jess Elson MAS	2020	Sarah Merrill
1975	Mike Harrison	1998	Pauline Listerman MAS	2021	Sandra Kelley MAS
1976	Mike Harrison	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	<i>* Indicates MiPPA Hall of Fame</i>	
1985	Tim Quinn MAS / Jim Thomson MAS	2008	Tim Hill	<div style="background-color: #0070C0; color: white; padding: 10px; border-radius: 15px; text-align: center;"> <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		

MIPPA
Ideas
in Bloom

WEDNESDAY, MAY 17TH 2023

FREDERIK MEIJER GARDENS AND SCULPTURE PARK, GRAND RAPIDS



**THANK YOU,
SPONSORS!**

MORE THAN 500 CLIENTS AND DISTRIBUTORS ENJOYED
OUR AWARD-WINNING, DESTINATION END USER SHOW.

SAVE THE DATE!
IDEAS IN BLOOM RETURNS MAY 15, 2024





We finished the 2023 Ideas in Bloom event last month and have to pause and say **thank you** to the many volunteers who help make it a beautiful event!

Our Bag Assembly Team:

Kris Villarreal, Emilina Mancha and Stephanie Sims from Winners Brand and

Mary Szumski from Professional Promo Products.

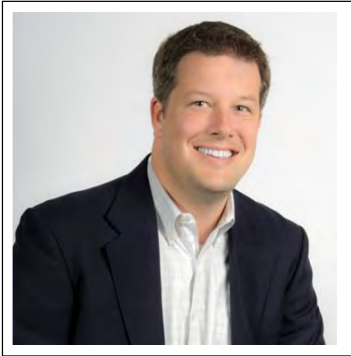
Dan and Hollie Hartlieb helped with vendor load in and getting everything to the correct booths.

John Anderson helped plan and staff the Gift of Life Booth.

Michael Crawford with Genessee Career Institute and the student who helped with SO much the day of the show.

We can't say thank you enough and please know we appreciate everyone who volunteered as well as the distributors who brought their clients!





featuring
Ben Haynes
Corporate Program Manager
SAGE

Tuesday, June 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/6643663102738904918>

What can the New AI-Powered Functions in SAGE do for You.

Join Ben Haynes with SAGE for a special webinar covering the brand-new AI-powered functionality in SAGE Online, SAGE Web, and SAGE Website Professional Plus. We'll show you how you can use the power of AI to brainstorm product ideas for an event or promotion, create tailored content for sales presentations and projects, and generate homepage text, blogs, and more for your website with these revolutionary new features!

Learning Objectives:

- Learn how to Brainstorm Product Ideas.
- Create Content for a variety of projects.
- Generate Blogs, Post & Homepage Text
- Tailor Sales Presentations
- And much more!

About Ben: Ben Haynes is currently the Corporate Program Manager and joined SAGE as a Distributor Account Executive in 2011. He holds a degree in Secondary Education from Texas Christian University. He enjoys finding solutions for distributors' most challenging obstacles. Ben was awarded the Top Distributor Sales Award in 2012, 2013, 2015, and 2016. Outside of work if he was not social distancing, you can find Ben at either a Texas Rangers game, or a TCU Football games. But for now, he is spending as much quality time with his two young daughters and wife at home.

Registration URL: <https://attendee.gotowebinar.com/register/6643663102738904918>

Tuesday, June 13, 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

Vicki Ostrom

**Trend Editor, SanMar
Founder, Trendependent**

Wednesday, June 28, 2023

12:30 pm ET / 11:30 am CT / 10:30 am MT / 9:30 am PT

Registration URL: <https://attendee.gotowebinar.com/register/8254291506780896344>

WHAT'S NEW?

Each season we embark on an epic journey to discover **WHAT'S NEW?** Not surprisingly, after several transformative years, it's understandable that our lives have shifted in many ways and **A CHANGE IN PERSPECTIVE** can be expected.

Preppy is back...again. We'll explore why and what that looks like this time around in our **CLUB HOUSE** trend. We'll also revisit what it takes to gear up for an increasingly active life in our trend called **THE MODERNIST**.

Then we'll journey into **A LIFE REIMAGINED** - where our health and eagerness to reconnect become tangible products we can offer our customers. We'll identify and outfit ways to **BREATHE EASY** and we'll build a case as to why **PLAY DATES** that creatively mix work and play, could be the key to our success in 2023. These are the trends we're here to reveal on our exploration of **WHAT'S NEW?**

Learning Outcomes:

- **PREPPY** is all about COLLEGIATE influences of the IVY LEAGUE variety, in sporty, key itemsTwo of the four pillars that structures HAPPINESS is Connectedness & Being Part of Something Bigger Than Yourself and why that is important.
- **THE MODERNIST** defines a very different, yet equally important way of dressingLooking out to 2022, what will be relevant in wearables.
- **PREPARE-WARE** is apparel for changeable conditions.

About Vicki: Vicki Ostrom, is a futurist, trend editor for SanMar and founder of Trendependent, a collective of curious people looking at how society works. Trend moves brands forward when applied to real life situations. Over the past 22 years, Vicki has learned to OBSERVE and INTERPRET trends and identify how they are ACTIVATED in products.

Registration URL: <https://attendee.gotowebinar.com/register/8254291506780896344>

Wednesday, June 28, 2023

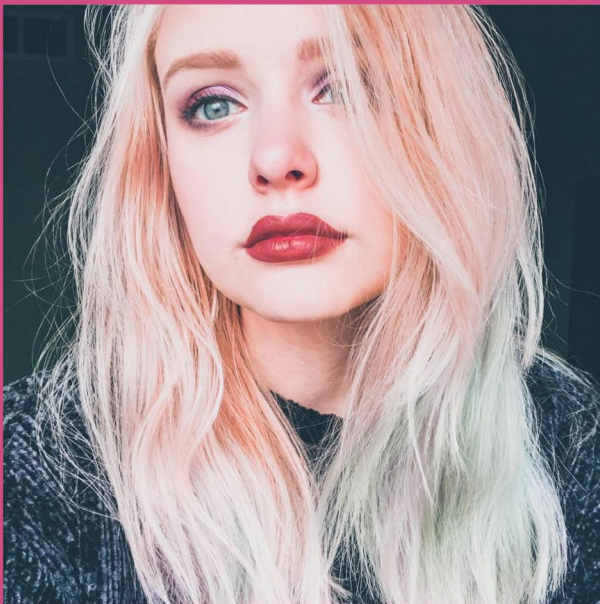
12:30 pm Eastern / 11:30 am Central / 10:30 am Mountain / 9:30 am Pacific

Your Regional Associations — Where Professionals Go to Grow!

VOLUNTEER OF THE MONTH

*Thank
you!*

CASEY LOUNSBERY



Here's a "real talk" moment...the MiPPA Board of Directors is terrible at capturing moments at our events. There are always the best of intentions but things come up and we get distracted. In comes Casey Lounsbery (QMI Group, Madison Heights MI) to save the day at Ideas in Bloom!

Casey made the trek across the state to document all the amazing moments from our award winning show. She roamed the floor capturing the spirit of Bloom. She even got our President, Glenn Miotke, to pose for a picture. That is no easy feat!

Thank you Casey for volunteering your time and talents to MiPPA. We sincerely appreciate it!



Call for Volunteers and Future Leaders

Ideas in Bloom Show



Committee
Advisory
Set-up Day
Day of Show

Join ZOOM committee calls when available on consecutive Fridays at 10 am beginning in April to understand the various components of the show.

The show returns to Meijer Gardens in Grand Rapids. Assist on Set-up Day - May 16 from 1 - 5 Involves stuffing bags, setting up our registration area, and helping exhibitors find their tables.

Assist on Show Day - May 17 - Assist with late set-up exhibitors, assist with registration, giveaways, signage and tear down.

Volunteers get free admission to the Supplier Love Party on Tuesday evening at Gravity Taphouse.

Commit to a few hours or many as schedule allows. Contact Ideas in Bloom Show Chair - Mike Freestone mike@thepromoagency.net or volunteers@mippa.org



Professional Development

Join a Winning Team

MiPPA's Professional Development Committee produces the Award-Winning Tuesday Learning Labs and Wild Wednesday Webinars, a national and international offering that covers the USA and Canada.

We're looking for the next generation of producers to continue this popular programming.

Want to learn more? Contact: Sandra Kelley MAS webinars@mippa.org.

Advocacy Committee

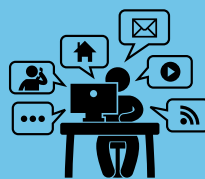
Committee Chair

Committee Members

Participants in LEAD Lansing

Advocates to find speaking engagements

- LEAD Lansing - invite members to join us and invite lawmakers to a breakfast meeting on March
 - LEAD Washington - identify members to advocate in the nation's capitol with a PPAI delegation and ask members to send emails to their representatives
 - Invite local officials to attend MiPPA Trade Shows and events and learn about our industry
 - Promote speaking opportunities at schools, colleges, and service clubs
 - Monitor PPAI Government Relations efforts and recommend Action Alerts to members about critical issues.
- Contact Eric Pehrson - volunteers@mippa.org



Marketing Committee

Contributors - Helpers - Influencers

- Work with editor to publish MiPPA Monthly Newsletter
- Develop a Social Media Strategy
- Bonus! Actually be GOOD at Social Media
- Engage members through a variety of channels and promote fun events, educational programs, trade shows, experiences and all that MiPPA offers.
- Find other like-minded, creative, fun people to continue the work of the committee.

Contact: Mike Freestone - newsletter@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 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

Traverse City Mini Showcase

Tuesday, June 13, 2023

Traverse City

11 am - 1:30 pm
Hotel Indigo

PURE MiPPA



Do you really need a reason to come to Traverse City in the summer? Besides the Lake, the views, Sleeping Bear Dunes, the wineries, the craft beer, the foodie heaven and world class golf and resorts, we put on a little show for you.



Visit with twenty-five top suppliers in the most laid-back show you'll ever experience. There must be something in the air. At this little show, you have time to meet with the suppliers and ask questions, request samples and do business. The surroundings are conducive to creative thinking and new ideas.

Enjoy the area and bring back ideas you can sell right now. Traverse City does that for you.

Come up for the weekend if you like. Bring your spouse or family too. This is one business trip that everyone can enjoy.

This is a distributor-only show. No end users please. No charge for qualified distributors. Prospective member distributors are also welcome to attend. Encouraged, actually.

Register today and we'll have a badge ready for you.

Reserve your hotel room at 231-932-0500 requesting the MiPPA rate of \$199.00 per night by May 15th.

Hotel Indigo, 263 West Grandview Parkway, Traverse City, MI 49684

PURE MiPPA

PURE MICHIGAN®

PURE MiPPA





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>



COME PLAY AROUND

SAVE THE DATE

AUGUST 16, 2023



Top Golf -500 Great Lakes Crossing Dr.
Auburn Hills
3:00 pm - 6:00 pm

**18 GREAT SUPPLIERS EXHIBITING
GREAT GAMES AND FUN
FUN FOR NON-GOLFERS AND GOLFERS ALIKE
INCLUDES 2 DRINK TICKETS
LEADER BOARD AND COACHES
PRIZES
ULTIMATE BITES APPETIZERS, SNACKS
DESSERTS
UNLIMITED SOFT DRINKS
MUSIC, BIG SCREENS, GIANT TARGETS**

Registration is opening soon.
Watch your email and
www.mippa.org



Promotional Products 101

What every promotional professional should know

The Foundation for Success

The perfect on-boarding course for your new hires to quickly learn the basics of the promotional products industry— its history, terminology, culture, and how things work (or don't).

Attendees will learn:

- The history of the promotional products industry from George Washington's presidential commemoratives to the present day.
- The trade association (PPAI) and the regional associations — their roles and how they work together and independently
- Significant Industry Service Providers and leaders such as ASI, SAGE, Distributor Central and other major industry professionals. Who they are and what they do.
- Industry sales by Product Category and Industry Sales Volume Trends
- What promotional products are used for — Industry Sales by Program Category
- Who Buys Promotional Products? Top Buyers by Industry
- The Channel of Distribution - the S-D-E Model, why it's important and the many interruptions
- Why Promotional Products Work and proof from the latest research
- Defining the differences between incentives, premiums, awards, gifts, giveaways and prizes
- Industry Publications, Websites and Resources
- Professional Development and Certifications
- Supplier and Distributor Relationships
- Product Safety, Compliance and Social Responsibility
- Product Decorating Methods
- The Perfect Order - what every order must include
- From Concept to Artwork to Product to Delivery to Satisfied Customer

Presented by Paul A Kiewiet MAS+
author of Summit: Reaching the Peak of Your Potential

Paul presents and shares nearly 40 years of industry experience and leadership to quickly bring new industry practitioners up to a higher level of performance and productivity. He is the Executive Director of MiPPA and a successful industry speaker, educator, writer, consultant and coach. He founded a successful distributorship and had personal sales production of over \$2.5 million per year working with great international brands such as Coca-Cola, Kellogg's, Whirlpool, Borden and Wolverine Worldwide. He is a former Chairman of the Board of PPAI. He has been inducted into the MiPPA Hall of Fame and the PPAI Hall of Fame. His passion for the industry is contagious.



Thursday, July 20

9:30 am - 3 pm

Zehnders of Frankenmuth

730 S Main St, Frankenmuth, MI 48734
 Keeping Room

9:00 am - 9:30 am: Arrivals and Intros

9:30 am - 11:30 am: Part 1: History, Culture, Channels, Players, and Industry Facts.

11:30 am - 1:30 pm: Join "Chicken With the Stars" product displays and presentations in the Garden Room and enjoy World Famous Chicken Luncheon, networking and ideas.

1:30 - 3:00 pm: Part 2: Promotional Products Work!, Product Responsibility, Writing the Perfect Order, and Avoiding Commoditization.

Earn 5 CAS Credits and receive a free copy of Summit: Reaching the Peak of Your Potential.

Members: \$50.00

Non-Members: \$95.00

REGISTRATION: <http://bit.ly/3FKw7yp>



TOP FIVE PRODUCTS



1 #4150
ClearCharge



2 #4141
DeskShield
Charge



3 #4038
Spot



4 #4128
ClearPad



5 #4139
PetitPop

Why PowerStick?

5 Reasons to Choose PowerStick.com



MOQ1 Unit
on Most Products
& Packaging



Quick Turns /
5-7 Day
Production



Certified to the
Highest Safety
Levels



Selection of
"Made in Canada"
Products



High Impact
Branding
Capabilities

ASI # 51566 | SAGE # 69081 | PPAI # 383252

Represented By:





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

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



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Create virtual samples



Keep track of your
client info and history



Establish a web presence



Create custom
catalogs and flyers



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Work smarter with one easy-to-use solution.

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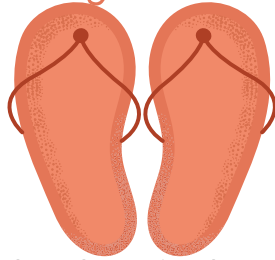
COMING ATTRACTIONS!

2023



Events

June



13th: Tuesday Learning Lab on SAGE
13th: Traverse City Mini Showcase
28th : Wild Wednesday Webinar
on Trend Spotting

JULY



CHICKEN
WITH THE STARS!



11th: Tuesday Learning Lab on Social
Media
20th: Promo 101 and Chicken With The Stars
Frankenmuth
26th : Wild Wednesday Webinar with
Anne Stone on Sustainability

August



8th: Tuesday Learning Lab on
Selling Food Programs
16th: Come Play Around at Top Golf
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-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

Visit www.mippa.org for more details.