

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!

March 2023

1

LEAD Lansing

2

Product Safety Seminar - Southfield

14

Tuesday Learning Lab with Kirby Hasseman

23

Pizza with the Stars - Troy

29

Wild Wednesday Webinar with Bill Petrie

Planting the Seeds of Success!

Ah, spring! The season of new beginnings, fresh starts, and endless possibilities. It's a time to dust off the cobwebs, stretch your legs, and get your hands dirty in the soil. Yes, it's the perfect time for planting. And what's better than planting seeds in the ground? Planting seeds of potential new ideas for clients and your business!

Just like a farmer tilling the soil, you can start cultivating within your own network by planting your SPEC seeds. What is a SPEC seed? It stands for Sure Promotions to Elate your Client. Being a part of MiPPA we don't farm alone. We have a network of dedicated suppliers who are happy to help you GROW

your business through the planting of the SPEC seeds.

A good farmer doesn't guess what they are growing. They know their crop, the location and the depth of the planting. This spring plan your crop, plant your seeds and look forward to happy customers that will increase your bounty in 2023!

FYI: The images used this month were generated from the Midjourney. This tool generates images based on your text prompts through the power of AI and machine learning.

[Learn more here](#)



PRESIDENT'S LETTER



I don't know where you reside in the Great Lake State but if you've been anywhere in the Mitten these past two weeks then you know more about gale warnings than ever before.

At least the wind farms in Ithaca are going to enjoy a bumper crop.

MiPPA's coming into March just as strong. Starting in our state's capital with **LEAD Lansing**: our educational outreach to lawmakers and their staff alike. Filling them in on what we do and how Michigan benefits.

In case you're wondering how you and your business might benefit from this kind of initiative consider this **before** and **after** out of Virginia earlier this year.

And while the Internet is paradox of hot air, you'll see that the winds of change have blown through **mippa.org**. Our website has been revamped to make it far more functional and even easier on the eye. There's still work to be done but our online presence is now closer to what a premiere promotional products association, and you, deserve. Our social media presence about to follow suit as well. Soon there'll be more ways for you to tap into regional and national industry happenings.

MiPPA's end user shows began to roar well before March. Exhibitor space at Ideas in Bloom not only sold out – on January 11th! - but there's a waiting list. End users and their distributors alike will experience yet another one-of-a-kind show at the scenic Frederik Meijer Gardens.

Speaking of Lions, no - I'm not even remotely sorry for that segue, exhibit space at Promotions that ROAR has been selling phenomenally well. As of this writing 46 exhibitors have claimed 82 booths which means we've already filled the Brush Street concourse. Six months before the show! As always, all attendees will enjoy a show experience like no other and now our end user education session will feature PPAI's own **Dale Denham**.

Even with so much good news, all MiPPA is wondering . . .

Will we fill the Adams Street concourse as well? Making for the loudest ROAR ever?

And will **Jake Attebury** of **Otterbox** return to defend his field goal kicking title?

Stay tuned!

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

MiPPA would like to recognize Paul Sharpe of Sharpe Impression for celebrating 75 years in business in 2023! Russell Sharpe, Paul's father, started the business in 1948 as Russell A. Sharp Co and continued in the business into the early 1980's. Celebrating a decade is amazing, but hitting the 75 year mark is truly remarkable. We wish Paul the best in the years ahead and thank you for your long dedication to MiPPA as a member.

MEMBERSHIP RENEWALS March 2023

Distributor Renewals

G.E. Distribution Services

Ace Business Forms and Systems, Inc.

John Payne International

Unitex Direct Inc.

MDM Sales Company

The Place LLC

3rd Coast Branding

This n That Sales

Mabco USA

Target Promotions

Kaeser & Blair

American Solutions for Business

Vantage

KS Sales Inc

Express A Button

Alphabroder

Hit Promotional Products

LAT Apparel

Coloring Book Solutions

Edwards Garment

Peerless Umbrella

Sanmar

iClick

Orbus

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	* 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; 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		

PPAI Research: Benchmarking Small Distributors' Business Fundamentals

Robert Fitzpatrick & Jonny Auping - February 8, 2023



Small companies are back.

At least that's what the 2022 results from PPAI's Sales Volume Estimate suggests. One year ago, the results indicated that small businesses were being left behind as the industry's biggest companies bounced back from 2020.

This year, early responses from PPAI's annual Sales Volume Estimate show a much more equal story, with [small companies nearly equaling the total sales](#) of their larger counterparts.

[CLICK HERE FOR THE COMPLETE STORY.](#)



featuring

Kirby Hasseman

CEO

Hasseman Marketing & Communications

Tuesday, March 14, 2023

12:30 pm ET / 11:30 am CT /

10:30 am MT / 9:30 am PT

Registration URL: <https://attendee.gotowebinar.com/register/3027225320993312096>

Marketing Tactics for Certain Growth in Uncertain Times

Join us as Kirby Hasseman delivers his proven tactics for growing your sales in uncertain time. There are tried and true initiatives you can take to make sure your sales continue to grow even in challenging times. Don't let the fear of a recession paralyze you into doing nothing. Marketing your company is more important than ever now!

Learning Objectives:

- Marketing Tactics to use now.
- Positioning your company to weather challenging economic times
- Communicating your value to clients in uncertain times

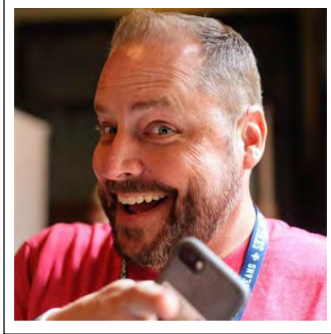
About Kirby: Kirby Hasseman is the CEO of Hasseman Marketing & Communications, a full-service Promo marketing company and promotional products distributor. Hasseman Marketing has 4 full-time internal employees and 6 salespeople. Hasseman is a thought leader in the promotional products industry. He was also named as a Rising Star in the industry by PPB magazine. Out of 300,000 (some) industry professionals, he was recognized as a top social media influencer on two different industry lists. Kirby hosts a weekly Web show called Delivering Marketing Joy where he interviews business leaders from around the country. In addition, he hosts a weekly (award-winning) podcast called Promo Upfront with Bill Petrie. He is an industry leader in content creation. Kirby has published four books. His most recent is "Fan of Happy." His book, called "Delivering Marketing Joy" is about doing "promo right" and is perfect for people in the industry and customers. He also wrote "Think Big for Small Business", "Give Your Way to Success" and "The Give First Economy". All are available on Amazon.

Registration URL: <https://attendee.gotowebinar.com/register/3027225320993312096>

Tuesday, March 14, 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
Bill Petrie
Founder and Creative Director
brandivate

Wednesday, March 29, 2023
12:30 pm ET / 11:30 am CT / 10:30 am MT / 9:30 am PT

Registration URL: <https://attendee.gotowebinar.com/register/2284763601662311253>

Own the Brand to Own the Business

The buyers of promotional merchandise have evolved and changed which means that it's no longer good enough to simply sell them products with logos on them. In this session, Bill Petrie will explain how to fully own every aspect of your client's branding and marketing efforts making you an indispensable resource for years to come.

Learning Outcomes:

- Understand the importance of thinking larger than promotional merchandise and how doing so will separate you from the competition.
- Discover the four parts of the client brand experience that are critical to master for success.
- Master the six questions you need to ask to truly own your client's brand to grow their business – and yours!

About Bill: Bill has over 22 years of experience working in executive leadership positions at leading promotional marketing companies, always working collaboratively to achieve the “wow” desired by the target audience. A Managing Partner at [brandivate](#), a full-service marketing services, branding, and advertising agency, Bill is a featured speaker at numerous national and international events, a serial creator of content marketing, and co-host of the industry-leading podcast, [Promo UPFront](#). Bill has an extensive track record of defining and executing winning brand strategies, developing wildly successful marketing campaigns, and creating successful marketing and branding solutions for Fortune 500 clients. While their 20-year-old twin boys are off at college, Bill lives in Franklin, TN with his wife of 28 years, Sandy, and their 3-year-old red tick coonhound, Shelby.

Registration URL: <https://attendee.gotowebinar.com/register/2284763601662311253>

Wednesday, March 29, 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!

NANCY VOS & THE COMPLETE SOURCE TEAM

It's not easy putting on world-class shows across the state of Michigan. One of the biggest challenges is where to store all the materials needed to put on a successful show. Nancy, and the entire team at CompleteSource in Grand Rapids, have been helping MiPPA with these logistical challenges for as long as we can remember! Year after year they selflessly donate space for MiPPA in their warehouse to store signage, registration supplies, leftover giveaways and so much more. The MiPPA team is always greeted with a smile. As we all know warehouse space is limited. We want to thank Nancy & the entire team for their support, generosity and for the warm welcomes we receive every time we need to pick something up or drop something off.





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 Sho 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



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

Pizza

with the Stars!



Joe Eberz
Joe Eberz & Associates



Kent Getsee
Preferred Lines Marketing



Regina Harrington
Tekweld



Kurt McGovern
McGovern Marketing

Pizza With The Stars Thursday, March 23, 2023

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 Joe, Kent, Regina 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 23, 2023
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://mipppa.org/event-5070498>



MIPPA
Luncheon
with the Stars!



Thursday, April 13

11:30 am - 1:30 pm
Granite City Food and Brewery
39603 Traditions Dr
Northville, MI 48168



Learn from these MiPPA Supplier Rock Stars

How this works...

You may arrive as early as 11:30 am to visit with Kelly O'Brien - S & S Activewear, Carly Jaeger - Koozie Group, John Bates - Bates Group MI, Allison Sidote - Bag Makers, Inc, 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 4 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-5139404>

PROMOTIONAL PRODUCTS DISTRIBUTORS ONLY - SEATING IS LIMITED TO 30

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





104C TRUCKER SNAPBACK CAP

MSRP \$10.20



BLACK 080 BLACK/ GRAPHITE/ BLACK 082 BLACK/ NEON BLUE/ BLACK 91M BLACK/ NEON GREEN/ BLACK 92M BLACK/ NEON ORANGE/ BLACK 94M BLACK/ NEON YELLOW/ BLACK 95M BLACK/ PINK/ BLACK 99P BLACK/ RED 424 BLACK/ RED/ BLACK 96M BLACK/ WHITE/ BLACK 419



BROWN 079 BROWN/ KHAKI/ BROWN 14P BROWN/ WHITE/ BROWN 73Q CARDINAL/ WHITE/ CARDINAL 111 COLUMBIA BLUE/ WHITE/ COLUMBIA BLUE 25E DARK GREEN/ WHITE/ DARK GREEN 121 GRAPHITE/ BLACK/ GRAPHITE 75Q GRAPHITE/ NEON BLUE/ GRAPHITE 23P GRAPHITE/ NEON GREEN/ GRAPHITE 21P GRAPHITE/ NEON ORANGE/ GRAPHITE 24P



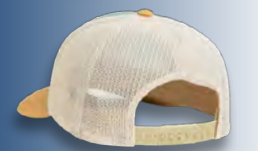
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HEATHER GREY/ LT CHARCOAL 34P HEATHER GREY/ LT CHARCOAL/ MOSS GREEN 35P HEATHER GREY/ RED/ OCEAN BLUE 36P HEATHER GREY/ LT CHARCOAL/ VARSITY 37P JAGUAR TEAL/ BEIGE/ JAGUAR TEAL 38P JAGUAR TEAL/ CHARCOAL/ JAGUAR TEAL 39P KELLY/ WHITE/ KELLY 009 KHAKI/ BROWN/ KHAKI 40P MAROON/ WHITE/ MAROON 381 MOSS GREEN/ LT CHARCOAL/ MOSS GREEN 41P



NAVY 065 NAVY/ RED 307 NAVY/ NAVY 307 NAVY/ WHITE/ NAVY 122 OCEAN BLUE/ BEIGE/ AMBER GOLD 42P OCEAN BLUE/ BEIGE/ OCEAN BLUE 43P OCEAN BLUE/ CHARCOAL/ OCEAN BLUE 44P PANTHER TEAL/ BEIGE/ PANTHER TEAL 45P PANTHER TEAL/ CHARCOAL/ PANTHER TEAL 46P PURPLE/ WHITE/ PURPLE 589



RED/ WHITE/ RED 125 ROYAL/ WHITE/ ROYAL 126 SILVER/ WHITE/ SILVER 79Q SMOKE BLUE/ BEIGE/ AMBER GOLD 49P SMOKE BLUE/ BEIGE/ SMOKE BLUE 51P SMOKE BLUE/ CHARCOAL/ SMOKE BLUE 52P TEAL/ BEIGE/ TEAL 53P WHITE/ BLACK 226 WHITE/ NAVY 221 WHITE 005

Contact your ASB sales representative with questions | www.augustasportswear.com





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**
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client info and history



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catalogs and flyers



Process payments



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www.trySAGE.com

COMING ATTRACTIONS!

2023



Events

May



9th: Tuesday Learning Lab on Company Stores
17th: Ideas in Bloom Show
31: Wild Wednesday Webinar with Cliff Quicksell MAS+

August



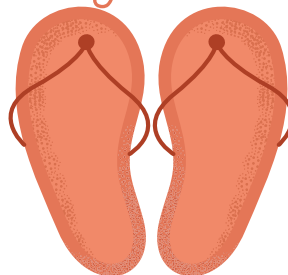
8th: Tuesday Learning Lab on Selling Food Programs
30th : Wild Wednesday Webinar with Tiffany Tarr

March



1st: LEAD Lansing
2nd: Product Safety Seminar - Southfield
14th: Tuesday Learning Lab w/ Kirby Hasseman
23rd Pizza with The Stars - Troy
29th: Wild Wednesday Webinar w/ Bill Petrie

June



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

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

April



11th: Tuesday Learning Lab on Accounting Best Practices
13th Luncheon With The Stars at Granite City - Northville
26th: Wild Wednesday Webinar w/Tim Andrews

JULY



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

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