

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!

November 2023

7

Tuesday Learning Lab:
Outsourcing

9

Annual Members Meeting
and Awards Celebration
Dinner

10

Top Golf Fun Night

15

Wild Wednesday Webinar
with Rick Brenner about
Selling Your Business

Leaders Leading in Texas

It was a quick trip to the Lone Star State for a few of the board members of MIPPA. Most of us caught an early flight to Dallas on the 23rd of October. We were there to lasso ideas for serving at the PPAI Leadership Development Workshop.

Tuesday morning we saddled up to hear our executive director, Paul Kiewet, encourage us that "Together We Can".



Together we can Engage with our association members.
Together we can Educate our association members.
Together we can be a part of strong Leadership in our industry.
Together we can be advocates and Promote our industry and its effectiveness in the business communities.

We are thankful for PPAI for putting on this event and helping us all learn the best practices from other board members across the nation.

[Read more about the event here.](#)

PRESIDENT'S LETTER

200(ish) Days Later

The plan was to update all of you every 100 days a la “My First 100 Days” but then again, I’m me, Life is Life and this year? Holy <pick a noun>!

I’ve already walked to the Upper Peninsula and back, cycled to and from Traverse City annnd figured out what color to paint the exterior doors of my

cottage with almost two months still left in 2023! Granted each of these physical and creative endeavors may not sound as cool if I was to provide some context, like starting points, so I’m not.

All of this in addition to my business and MiPPA being back to levels of activity that can best be described as “pre-pandemic”. Or better. Two of so many things I’m incredibly grateful for.

If you take only two things away from my letter this month, besides wondering what color my cottage doors are, it’s that MiPPA’s enjoying, perhaps, the highest level of volunteer engagement since I’ve been serving on the board which is why we are the premiere promotional products regional association in the U.S. annnd we’re looking to increase this engagement in 2024.

MiPPA isn’t a premiere regional association because a couple of people decided to do something. It’s because we pay attention to, and look for, our members’ wants, needs and suggestions. The more voices involved the better because then we can create programming and events that best serve our membership – and the more hands involved make everyone’s experience better. Volunteering can be hard work - especially when you’re doing good work. - but it’s always worth it. And fun.

Glenn Miotke

2023 MiPPA President



A quick shot of how I entered the busiest time of year. How’s your November going?

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 November 2023

Supplier Renewal:

Hub Promotional Group • SanMar • MK Marketing, Inc

Distributor Renewal:

Halo Branded Solutions • Impact Solutions • SWAG Consultants • Pica Marketing Group •
Essence Upscale • District Publishing • Roosters Creative Concepts 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	* 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
Rory Young,
Partner/SVP of Sales
Sarah Greenway,
VP of Strategic Accounts
Delegatecx

Tuesday, November 7, 2023
12:30 pm ET / 11:30 am CT /
10:30 am MT / 9:30 am PT

Registration URL: <https://attendee.gotowebinar.com/register/6802263260405959254>

OUTSOURCING – A Fresh Look at a Misunderstood Word in the Promo Industry

As a small to medium sized business sometimes the workload can get overwhelming and opportunities missed because there just isn't enough time to get to everything done, that needs to be done. Let us help you explore a misunderstood and under-utilized option that can lighten the load, be smart, efficient and release you to focus on the critical operations that positions your business for more growth and opportunity!

Learning Objectives:

- Outsourcing & why it's needed in the world of small/medium sized businesses.
- Outsourcing is everywhere.
- The rise of remote work
- How to ditch the pre-conceived notions.
- DCX and how our proven process can help.

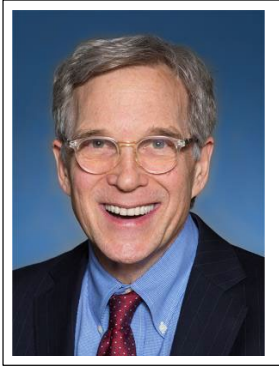
About Rory: Rory Young is Senior Vice President of Sales for Delegatecx. He has 10 years of experience in the Promotional Products Industry and is the winner of the 2018 ASI "Hotlist" award.

About Sarah: Sarah Greenway is Vice President of Strategic Accounts with Delegatecx. She has over 12 years of industry experience as a Promotional Products dealer. She specialized in Online Company Stores and managed corporate account teams and over 10 million dollars in revenue.

Registration URL: <https://attendee.gotowebinar.com/register/6802263260405959254>

Tuesday, November 7, 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

Rick Brenner MAS+

President

Logical Advisors

Wednesday, November 15, 2023
12:30 pm ET / 11:30 am CT / 10:30 am MT / 9:30 am PT

Registration URL: <https://attendee.gotowebinar.com/register/938406121267757146>

Now That You've Decided to Sell Your Business – What's Next?

So, you've finally made the big decision, but you're left worrying what do I do next? How do I pull this off successfully? Preparing your business for sell, valuation, and pricing, finding the right buyer, transaction issues and the selling process can all be quite daunting. Rick will guide us through this process and give you the tools you need to move forward with confidence.

Learning Outcomes:

- Key factors to consider in the decision to sell a business.
- The steps involved in preparing a business for sale.
- Key elements of business valuations and how the marketplace will likely value your business.
- How to develop a strategy for marketing and finding the best buyer for you.
- Each element of the sale process and best practices for avoiding conflicts.
- Common transition options and how they affect the attractiveness of your business.

About Rick: Rick Brenner MAS+ is president of Logical Advisors, a boutique advisory firm offering CEO coaching, M&A advisory, exit planning and financial management services to distributors and suppliers in the promotional industry. Mr. Brenner became involved in the promotional industry in 1997, while working as "Entrepreneur in Residence" at a venture capital firm in New York, where one of the firm's portfolio investments was an eDistributor. Beginning with the internet crash of 1998, Mr. Brenner became a turnaround CEO and workout specialist, and continued to advise on M&A transactions. In 2003, Brenner negotiated Prime Resource's acquisition of Logotec, a small California based bag company. The following year, Brenner was recruited as president and CEO of Prime, a position he held for twelve years until January 2016. During Mr. Brenner's tenure at Prime, he negotiated multiple acquisitions for Prime which grew its revenues from \$27 million in 2004 to more than \$100 million when he left in 2016. Mr. Brenner served on the board of PPAI for five years and was board chair in 2015. In 2020, at the PPAI Expo in Las Vegas, Brenner was awarded PPAI Distinguished Service Award for his work in the industry.

Registration URL: <https://attendee.gotowebinar.com/register/938406121267757146>

Wednesday, November 15, 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!

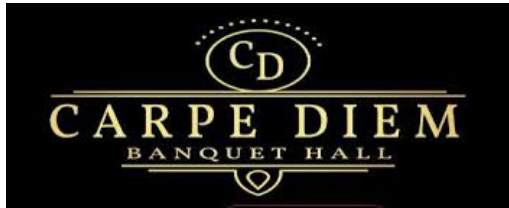


Annual Members Meeting
and
Awards Celebration
Dinner



Thursday, November 9, 2023

6:30 pm - 7:00 pm: Cocktail Reception
Open Bar all evening
7:00 pm - 7:30 pm
Buffet Dinner featuring
Chicken Marsala
Baked Cod
Caesar Salad
Pasta Marinara
Mixed Vegetables
Cheddar and Green Onion Mashed Potatoes



28847 Franklin Rd. Southfield, MI. 48034

8:00 pm:
Awards Celebration

7:30 pm - 8:00 pm:
Annual Members Meeting
Introduction of 2024 Board of Directors and Officers
Recognition of Eric Pehrson and Parker Melvin for Board Service
State of the Association
Future Plans for 2024
Old Business
New Business
Adjournment

2023 Great Lakes Supplier Rep of the Year Award recognizing Lance Long SanMar



Lance Long
Rep of the Year 2023

2023 MiPPA Hall of Fame induction of Michael J Harrison MAS President MHI Promos Inc. Roger Burnett CAS President of Social Good Promotions



Michael Harrison MAS
2023 Hall of Fame

2023 Volunteer of the Year Award recognizing Genesee Career Institute Michael Crawford



Genesee Career Institute
Michael Crawford MAS
2023 Volunteer of the Year



Roger Burnett CAS
2023 Hall of Fame

Register Today

Congratulations!



Genesee Career Institute

Michael Crawford - Marketing and Visual Design Instructor

2023 MiPPA Volunteer of the Year

Your member-owned, regional association is driven by volunteers. The selfless giving of time and talents makes all of our events, services and advocacy possible. The Michigan Promotional Professionals Association strives to encourage and recognize those who give of themselves to help all of us thrive and grow.

MiPPA Past President - Michael Crawford works with high schools students at the Genesee Career Institute in Flint, MI teaching them about the role of promotional products in the marketing mix. For nearly ten years, Michael has been bringing students to our TOM Show in Troy, Ideas in Bloom in Grand Rapids and Promotions That ROAR! in Detroit to volunteer, job shadow, produce videos, attend education and learn about our industry. These DECA students also follow the PPAI curriculum to earn Trained Advertising Specialist certification.

These young professionals in training prepare for our events, contribute design ideas, hand out show bags, direct traffic and provide a major helping hand for us at our shows.

Celebrate With Us and Thank Michael for his Volunteer Excellence and for training a new generation in the power of our medium on November 9rd at Our Annual Meeting and Awards Celebration Dinner at Carpe Diem in Southfield.

<https://mippra.org/event/5401682>

2023 MIPPA HALL OF FAME HONOREES

CONGRATULATIONS

ROGER BURNETT CAS



Roger Burnett CAS is founder and president (Promise Maker) of Social Good Promotions, a distributor focused on social responsibility and positive community impact. Roger served MIPPA as president in 2012 and then again in our 50th Anniversary Year - 2019 - to "Make It Gold". In addition to his service on the MIPPA Board, Roger is a founding member of PromoKitchen and PromoCares. He was the president of the Regional Association Council in 2013 and named the PPAI Volunteer of the Year in 2018. He is the co-author of the book, "Red Goldfish - Promo Edition". With 18 years serving the industry, Roger also is the creator and host of a podcast, "So, You're in Sales?". In January of this year, Roger was the recipient of PPAI's Distinguished Service Award. Roger contributes time and talents to several non-profits including Special Olympics, Gleaners Food Bank and Fund a Life.

Join us in celebrating these two exceptional individuals who have left an indelible mark on our Association and contributed so much to our success!

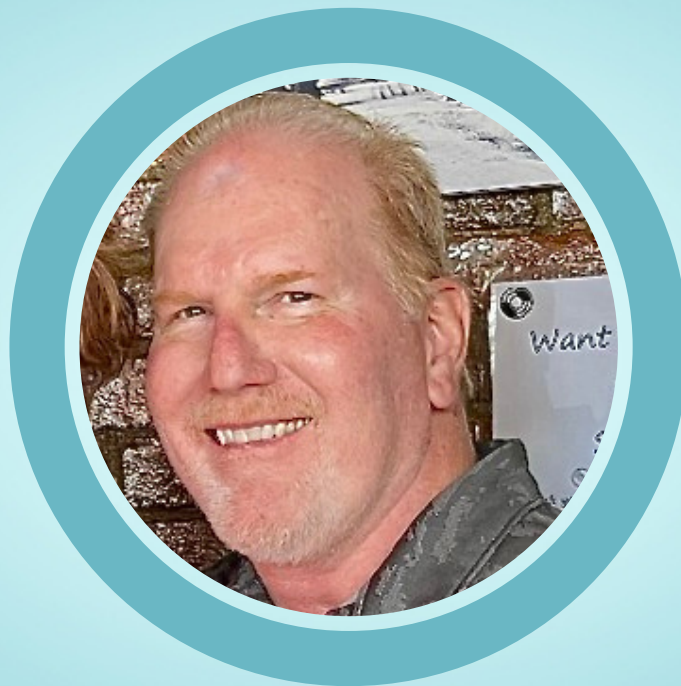
Our Annual Awards Celebration is Thursday, November 9 at Carpe Diem Banquet Hall in Southfield. Please join us in celebrating our newest Hall of Fame inductees! <https://mippa.org/event-5401682>

MIKE HARRISON MAS



Mike Harrison MAS is currently the owner of Distributorship MHI Promos, a Kaeser & Blair affiliate. He has been active in the industry for 54 years and counting. He joined SAAM (predecessor of MIPPA) in 1971 two years after it started and served as the association president from 1973 - 1976 and continued to serve on the board of directors through 1980. Mike was an active speaker and advocate for the industry - on the SAAI (PPAI) Speakers Bureau and presenting at major Michigan colleges and universities. He also served on their Distributor Advisory Board. The winner of a Golden Pyramid Award, Mike also serves on the Kaeser & Blair Dealer Council. Chairman of the Farmington Historical Commission and serving for 25 years, Mike has a long history of community and civic service including YMCA, Open Door, National Kidney Foundation, Our Lady of Sorrows and the Alumni Board of Catholic Central.

Congratulations
**GREAT LAKES
SUPPLIER REP OF THE
YEAR**



Lance Long
SanMar

Unbelievable knowledge, service and follow through! Lance is masterful and one of the best resources in the industry! - Geiger

Lance is unique in that he understands what each individual within the company needs. Management wants to discuss business and finance items. Salespeople want to see merchandise and understand benefits and inventory. Lance fits all of this into the allotted time. - Versacom

Celebrate Lance at the Annual Awards Dinner - November 9 at Carpe Diem Banquet Hall in Southfield.

<https://mippa.org/event-5401682>

Luncheon

with the Stars!



SANMAR



think TEKVELD



Showdown



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, Joe and Jennie Eberz - Joe Eberz & Associates, 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

Save the Date!



A new end user experience coming to East Lansing this summer!

NEWS

Special announcement concerning Universal Printing Co. family of companies.

On January 6th 2023 Universal Printing of Bay City Michigan acquired Saginaw Knitting Mills an apparel decorator. Saginaw Knitting Mills has been decorating apparel for over 45 years for the local mid-Michigan market. Saginaw Knitting Mills was a customer of Universal Printing for over 30 years in the ad specialty arena. As Universal Printing has experienced growth in the past 14 years the need in different sector had a demand for apparel. The opportunity presented itself when the previous ownership wanted to retire from Saginaw Knitting Mills.

We have begun expansion projects enabling SKM to service as a nation wide decorator of apparel now and are ready to offer apparel to the ad specialty sector.

MiPPA's Power Partners Meetings A Big Success!

On October 11 and 12, MiPPA presented a "speed-dating" style day of meetings at the Embassy Suites - Livonia/Novi. Fourteen suppliers and reps presented 20 minute speed meetings to fourteen distributor companies on each of the two days. Modeled after the EME and other "hosted buyer" style events, each 20 minute meeting allowed distributors to really partner with the suppliers, discuss upcoming opportunities, brainstorm for ideas and order up samples, virtuals and specs to help finish the year off strong and have momentum going into the new year.

All participants were enthusiastic about the format and the quality of their meetings. The distributors were excited with the new opportunities and the suppliers were pleased with the number of solid projects and leads they had to work on. MiPPA plans on repeating this format in 2024. Watch the newsletter and website for announcements.

Pizza

with the Stars!



Carly Jaeger
Koozie Group



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 Carly, 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>



Networking with Leaders to shape the future.



**2024
MIDWEST
LEADERSHIP
CONFERENCE**

This conference provides a unique opportunity for leaders to exchange ideas and insights on key issues impacting the industry.

Top Industry Leaders will share expertise over the conference on:

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!

Keynote: "Create A Culture of Digital Wellness" with Mark Ostrach
Fostering digital wellness can lead to better relationships, more satisfaction at work, and a reduction in employee burnout. In Mark's uplifting talk, he'll explore how our devices impact the mind, body, & spirit and provide techniques to improve the digital wellbeing of your organization.



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

**The Conference includes:
Wednesday Reception and Special "Detroit Experience" Dinner
Thursday Breakfast, Lunch and Break Service**

Special Conference Hotel Rate at Detroit Marriott Renaissance Center \$219.00 when reserved by March 26.

Reserve Your Room Here. <https://bit.ly/3LBsFsN>

Early Bird Registration through 1/31/24 for Regional Association Members: \$495.00

Early Bird Registration through 1/31/24 for Non-Members: \$625.00

Procrastinator's Registration 2/1/24 - 4/1/24:Regional Association Members: \$595.00

Non-Member Procrastinators 2/1/24 -4/1/24: \$725.00

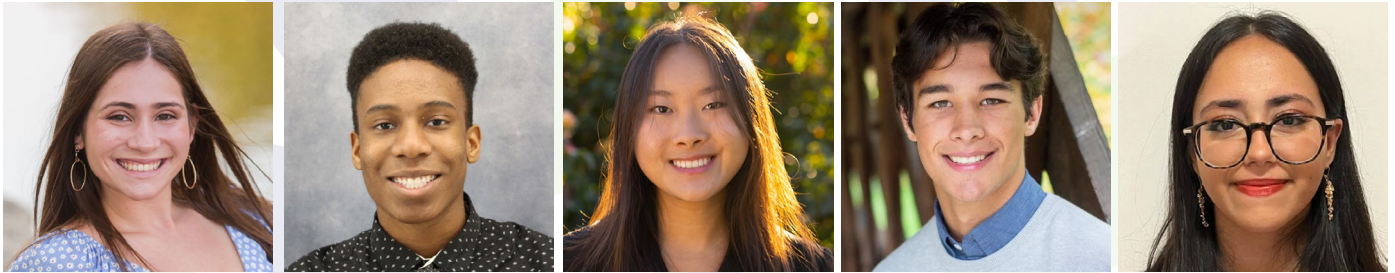


**2024 Midwest Leadership Conference
April 17-18
Detroit Marriott Renaissance Center
Detroit, MI**



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



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

COME PLAY AROUND

Fun Night

FUN, FOOD, DRINKS, GAMES, FRIENDS

NOVEMBER 10, 2023



Top Golf -500 Great Lakes Crossing Dr.
Auburn Hills
6:00 pm - 9:00 pm

GREAT GAMES AND FUN
FUN FOR NON-GOLFERS AND GOLFERS ALIKE
INCLUDES 2 DRINK TICKETS
LEADER BOARD AND COACHES
PRIZES
ULTIMATE BITES FOOD ASSORTMENT
AND DESSERTS
UNLIMITED SOFT DRINKS
MUSIC, BIG SCREENS, GIANT TARGETS
MEET THE 2024 MIPPA BOARD OF DIRECTORS

Register Today!

<https://mippa.org/event-5401759>



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.

GENERAL PRESENTATION

FRIDAY, OCTOBER 13 AT 2 PM EASTERN TIME

Here's the link for folks to register: <https://events.teams.microsoft.com/event/69191c2b-064d-47ad-ba0b-d14f083fc000@a71bbad7-2fc8-4330-8112-05cc078c234b>

FOR MORE INFORMATION ON THIS MIPPA MEMBERSHIP BENEFIT, VISIT THIS SITE.

A MIPPA SHOW EXPERIENCE PRODUCTION

IT'S TIME TO

ROCK N' ROLL!

WITH THE TROY MICHIGAN TOM SHOW



2 0 2 4

JANUARY 26

San Marino Club – 1685 E Big Beaver Road – Troy, MI

9:00 am – 1:00 pm

**OVER 50 OF YOUR FAVORITE SUPPLIERS AND REPS
PLAYING ALL OF THE LATEST NEW PRODUCT HITS!**

Tickets Available: [Distributor Registration is Now Open](#)

Exhibitors – Want to play this gig? [Sign up here!](#)

1416 –3058 16 oz.



Olive Green

1416 – 02 16 oz.



White

1416 –5405 16 oz.



Steel Blue

1416 – 579 16 oz.



Shale Grey

Item & One Color Imprint: 5C

#1416 – 02 White Gloucester Mug

#1416 – in colors by case quantity

72	144	288	504	1008
\$5.59	\$4.59	\$4.24	\$3.99	\$3.95
\$5.89	\$4.89	\$4.69	\$4.55	\$4.49



**District Fleece
Perfect Crop Crew
#DT1105**



**Ogio #LOE720
Endurance Ladies
Crux Soft Shell Jacket**



**The Soft & Durable
Gildan #5000 T-Shirt**

GILDAN



**North Face #NFOA3LW Tech
Stretch Soft Shell Jacket**



**North Face #NFOA3LGY Ladies
Ridgeway Jacket**



**Sport Tek #ST655
Micropique Polo**

**Our Embroidery Department
has the latest technological
equipment and machines.**

**Screen Printing Department is
is high tech and fast!!**

White



Green



Sand



Plum



Item & One Color Imprint: 5C

#1209 – 15 oz. Campfire Mug

72	144	288	504	1008
\$4.99	\$4.69	\$4.39	\$4.19	\$4.12

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COMING ATTRACTIONS!

Coming



Events

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
17-18 Midwest Leadership Conference
24: Wild Wednesday Webinar

July

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

November



7th: Tuesday Learning Lab
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.

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

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

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

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

Visit www.mippa.org for more details.