

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 2022

3

Annual Meeting and Awards Celebration

8

Tuesday Learning Lab

17

Wild Wednesday Webinar

Thank You!

Fall may be ending and Winter about to begin but it's also sweater weather in the Mitten State. And for this and so many other things it's also when we at MIPPA pause to say: "Thank You!"

Gratitude is a powerful force which magnifies what we do and our industry knows this. Whether our work creates a tradeshow handout, an award program or a holiday gift, "Thank you!" is where we start and where we hope both our client and their customer end up. In fact, that service award program is an example of how prom thank yous can come back threefold: When the award catalog is distributed, when a choice is made and when we deliver.

MIPPA is thankful threefold and more for:

Your membership.

- The volunteer hours you give to make MIPPA's work, and our industry, more successful.
- The opportunity to help educate end-users at events specifically designed for them and distributor members.
- Our supplier members' sponsorship for so much of what we do.

All of which grows every MIPPA member's business and helps our industry flourish!

Thank You

PRESIDENT'S LETTER



After 10 months of being President of MiPPA I've had some ups and I've had some downs. We've had some huge successes, and some major challenges. I've been able to deliver some good news, I've had to deliver some not so good news. Like most people, I prefer to avoid the latter.

That being said, a few weeks ago our esteemed Executive Director, Paul Kiewiet, called me and told me I need to make some calls. My stomach dropped! What happened?! Who did what? Did I break MiPPA? I swore to myself, and the board, that I wouldn't break MiPPA!

Turns out he gave me the honor and privilege of calling our 2022 award recipients. All I could say was wow, thank you! These are the kind of calls I like to make. I got to channel my inner Ed McMahon and call our 2022 award winners and Hall of Fame inductees. He told me later in the day on a Thursday and I was so excited to call them all the next morning.

I don't think I even waited till 9am for the first call. I couldn't wait to share this good news, and I'm not the best with secrets I can admit. The first call I made was to our Supplier of the Year, Kerry Schmock. As a former distributor I've had the pleasure of working with Kerry many times over the years. She was always so responsive and provided the best, more relevant information. What really stood out to me though was you could tell that Kerry actually cared! She is one of the most genuine people I have ever met and you could tell she really wanted you to succeed. She was going to do anything in her power to make sure that happens.

The next call was to our Volunteer of the Year, Monica Whitfield MBA MAS. Monica has volunteered with us in that past at the TOM Show. She did once again this year and always has a friendly, calming presence. This year we asked if she could help with Promotions That ROAR. This is our show of shows and it takes a lot to put this together. Monica was there all day Tuesday and all day the day of the show. She kept everyone on task, she was organized and she made sure to thank everyone for their help. I think I can say my call caught her off guard and in true Monica fashion she was very appreciative and humble.

Now on to the Hall of Famers. First of all, let me tell you what an absolute honor it was to make these calls. I truly admire them both and cannot imagine MiPPA, or even this industry, without them in it. Their contributions are too long to list here. I started with Paul Zafarana MAS, the person responsible for introducing me to this industry. Next up was Jane Mitchell MAS. Jane was the person who called me four years ago to tell me I had been elected to the MiPPA Board of Directors. Both of these calls were very personal let's just say and I won't share the details. However, I will say, I got emotional during both of those calls...really! To be able to share news like that with people you admire is something very special. Their reactions are something I will never, ever forget. Those two calls I can say has been the highlight of my Presidency.

If you haven't already I highly encourage you to reach out them and congratulate them on their accomplishments. MiPPA wouldn't be what it is without great people like them.

Eric Pehrson
2022 MiPPA President

WELCOME MIPPA MEMBERS!

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

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

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

MEMBERSHIP RENEWALS

November 2022

Alternatives in Advertising/iPROMOTEu

Estwo Promotions Inc

WOWLine

Second Story Collection

Standout Solutions

Impact Solutions

Hub Promotion Group

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

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.*

YOUR 2023 BOARD OFFICERS AND EXECUTIVE COMMITTEE



Glenn Miotke - 2023 President

Glenn Miotke, AIA Unfolding Communications will serve as the Board President.



Tony Shereda MAS MASI - 2023 President-Elect

Tony Shereda MAS MASI, QMI Group Inc will serve as the President-Elect.



David Szidik - 2023 Treasurer

David Szidik, Proforma Infinite Marketing Solutions and Image Builders Unlimited powered by Proforma will serve as the Treasurer.



Carly Jaeger - 2023 Secretary

Carly Jaeger, Koozie Group will serve as the Secretary of the Association.



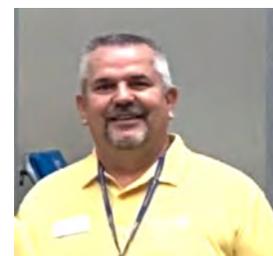
Eric Pehrson MASI - 2023 Immediate Past President

Eric Pehrson MASI, Cutter & Buck will serve on the Executive Committee as the Immediate Past President.

Ashley Grenell Appointed to MiPPA Board of Directors



Ashley Grenell - Augusta Sportswear, has been appointed to the MiPPA Board of Directors for the open term ending 12/31/23. The open seat is created by the resignation of Director Dean Sorensen effective October 31. The appointment was unanimously approved by the Board at their October Board Meeting.



Thank You Dean!

Dean Sorensen - Staples Promotional Products served as a director on the Board of Directors with distinction. We appreciate his hard work on the Membership Committee and his volunteering and work at all of our trade shows. His help with our storage facility has been invaluable.

The 2023 Board of Directors

Eric Pehrson MASI	Immediate Past President	Term Ending 12/31/23
Glenn Miotke	President	Term Ending 12/31/24
Tony Shereda MAS MASI	President-Elect	Term Ending 12/31/25
David Szidik	Treasurer	Term Ending 12/31/24
Carly Jaeger	Secretary	Term Ending 12/31/23
Parker Melvin	Director	Term Ending 12/31/23
Scott Wakefield	Director	Term Ending 12/31/24
Mike Freestone	Director	Term Ending 12/31/23
Sandra Kelley MAS	Director	Term Ending 12/31/24
Ashley Grenell	Director	Term Ending 12/31/23

Volunteers Needed

Interested in helping with?

Marketing? want to help us up our Social Media Game?
want to help us keep our website updated?

Advocacy? want to help planning and putting on our March 1st LEAD Lansing?
want to work on creating opportunities for us to speak and present at service clubs and colleges?

Professional Development? Interested in working with Sandra Kelley and Don Spencer on our award-winning, nationally-distributed Wild Wednesday Webinars and Tuesday Learning Labs?

Let us hear from you! volunteers@mippa.org



featuring
Charity Gibson
National Account Coordinator
Peerless Umbrella

Tuesday, November 8, 2022
12:30 pm ET / 11:30 am CT /
10:30 am MT / 9:30 am PT

Registration URL: <https://attendee.gotowebinar.com/register/426245900087084301>

Needs vs. Wants – Stop Taking Orders and Start Writing Business

It happens to the best of us. Clients tell us what they want, and we take the orders without questioning why they asked for it in the first place. How do we get the client away from what they want and into what they need? And what is that client's really need anyway? HINT: It's not us selling them another product with their logo on it. In this session we'll take ourselves out of autopilot, learn to stop selling reactively, and discuss how to help get our clients to make the move to maximum memorability!

Learning Objectives:

- Learn the importance of asking better questions and what those questions are
- Learn how to stop selling products and start providing true value
- Get selling idea, learn how to create experiences around the products we sell, and learn proven strategies to give your clients real ROI

1 CAS Credit when you submit your PPAI Certification PIN Number with your survey.

About Charity: Charity Gibson is the National Account Coordinator for Peerless, a Chef with the industry non-profit organization PromoKitchen.org, and the owner of Green Banana Social - a social media services provider for promotional products industry suppliers. Prior to life on the supplier side of the industry she spent 16 years as a very successful distributor working with several well-known end buyer corporations. She moved to the supplier side five years ago and today uses her decades of experience to assist Peerless in reaching their sales goals and helping to educate and mentor professionals throughout the industry. Charity's award-winning social media efforts are well recognized throughout the promotional products community. She is known for her posting consistency, lightning-fast response times, and creative problem-solving abilities. Feel free to connect with Charity before our meeting. You can find her on Linked in at <https://www.linkedin.com/in/charitygibson/> and on Instagram @ItsMeCharityG

Registration URL: <https://attendee.gotowebinar.com/register/426245900087084301>

Tuesday, November 8, 2022
12:30 pm Eastern / 11:30 am Central / 10:30 am Mountain / 9:30 am Pacific

TSPPA, OPFA, MiPPA, PPACHicago, PPAW, UMAPP, CAAMP, PPAMidwest, AzPPA RMRPPA, NWPMA, HPPA, PPAS, GCPPA, PPAF, PMANC, GAPPP, SAAC, SPPA, PPAMS, PPPC, CASA and NEPPA, CPPA

Your Regional Associations — Where Professionals Go to Grow!



Wild Wednesday Webinar

featuring

Cliff Quicksell, Jr., MAS+, MASI

President & CEO

Cliff Quicksell Associates & QuicksellSpeaks

Wednesday, November 16, 2022

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

Registration URL: <https://attendee.gotowebinar.com/register/7556139001562637328>

“Adapting to the Ever-Changing Business Climate... Avoiding Burnout & Always Bringing your 'A' Game”

“During his presentation, Cliff will help attendees understand what is most important in avoiding burnout, staying engaged, in an ever-changing business climate. Cliff will share his simple philosophies through upbeat, positive case histories, and stories that have aided him to help thousands of his audience attendees and consulting clients grow, flourish, and stay focused during both flush and turbulent times.”

Learning Outcomes:

- How to develop a positive, optimistic mindset & build your personal skills, even when busy
- The PERSONAL GROWTH PYRAMID defined & Understanding Real Commitment
- Redefine Your Business, define a baseline, doing a reset,
- How to avoid the poison of mediocrity & The Power of W.S.L.T.C.

1 CAS Credit when you submit your PPAI Certification PIN Number with your survey.

About Cliff: Cliff Quicksell Jr., MAS+, MASI has been involved in the promotional products and sportswear industries for nearly forty years. For more than 34 years he has been speaking, training, and consulting internationally to associations and national business groups on more effective ways to market themselves and their products and services. Cliff has been recognized by PPAI, PSDA, & CPPA for his creativity, received PPAI’s Ambassador Speaker Service Award and been named one of the top six industry speakers and trainers. He’s also been recognized by Counselor Magazine as one of the Top 50 Most Influential People in the Promotional Products Industry. Cliff is President and CEO, Cliff Quicksell & Associates & QuicksellSpeaks.

Registration URL: <https://attendee.gotowebinar.com/register/7556139001562637328>

Wednesday, November 16, 2022

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

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

Your Regional Associations — Where Professionals Go to Grow!



**DISTRIBUTOR ONLY
SHOW**

**ALL THE BEST REPS
AND SUPPLIERS**

**NO CHARGE FOR
QUALIFIED
DISTRIBUTORS**

**SEE ALL OF THE
NEWEST TRENDS,
PRODUCTS,
IDEAS!**



**SADDLE UP, PARDNERS!
THE TOM SHOW IS
RIDIN' INTO TROY**



Friday, January 20, 2023

9 am - 1 pm

The San Marino Club

1635 E Big Beaver Road - Troy, MI

Distributor Registration Is NOW Open!

VOLUNTEERS OF THE MONTH

Thank you!



**NANCY MARTIN
JOSE GOMEZ
AND THE TEAM AT EDWARDS
GARMENT**



On October 6, Edwards Garment Company not only hosted our first live "Smitten With The Mitten" factory tour since 2019 at their Kalamazoo international headquarters, they also provided us with a venue for our Promotional Products 101 course, too.

Their beautiful conference room provided the perfect place to present our educational program and on the same day offer our members a tour of their great facility. Jose Gomez, CEO and President of Michigan's largest industry supplier company personally led the tours.

They also hosted a great lunch for our members. We appreciate their on-going support of our members and fantastic service.

Edwards Garment is also the generous sponsor and supplier of the Hall of Fame jackets awarded to our honorees.

Thank you Nancy, Jose and the entire team at Edwards!

www.mippa.org/Volunteers



2022 MiPPA Hall of Fame



Jane Mitchell MAS started Jungle Jane Promotions in her home twenty-eight years ago. She joined MiPPA and immediately became an engaged volunteer. Joining the board in 2013, she served as President in 2018 and when her service on the Executive Committee ended in 2019, continued on as the regional delegate to PPAI.

Jane created MiPPA's Legislative Education Action Day in Lansing in 2016 and has continued as a leader in that very successful initiative since. She has been our delegate to Washington DC similarly advocating for our members and our industry. Jane made contributions to the governance of MiPPA, with job descriptions and process recording for continuous succession of our leadership in the regional community.

She is also a leader in the Lansing community Rotary Club, her church, chamber, and area women's leadership groups.



Paul Zafarana MAS MASI has built Pica Marketing Group into a creative and innovation leader in the industry. Paul joined the MiPPA Board in 2013, served as President in 2015 and continued to make significant contributions to MiPPA in the years since. He headed up the initial Michigan Leadership Conference in 2019 and helped create the MiPPA Cares charitable initiatives.

Paul served on the trade show committees throughout his years of service and was Chair of the Promotions That ROAR! Committee in 2016. At our initial Promotions That ROAR! Show in 2014, he worked until the early morning hours to prepare the name badges for the show.

The winner of 13 PPAI Pyramid Awards for Creativity, he is known for his innovative promotions and professionalism.

He has been deeply involved in his community serving as a Scout Troop Leader since 2006 to present. He has also been a youth baseball coach, involved with University of Detroit Jesuit Dads, Sacred Heart Parish and Knights of Columbus.

Join us as we celebrate these two Leaders!



Announcing the 2022
Great Lakes Supplier of the Year Award Winner
Kerry Schmock - KS Sales Inc

Each year, we ask our distributor members to nominate a supplier rep or multi-line rep who has been a key partner to their business.

The 2022 Winner will be recognized at our Annual Members' Meeting and Awards Celebration on November 3.

Here is what some of her nominators had to say about Kerry...

"Kerry has been a trusted sales partner and advocate for the CE family and client base for almost 30 years. In an industry full of change, Kerry is a constant! Her energy, creativity, loyalty and advocacy for doing the right thing, make her a stand out! She stays on top of trends and is generous with ideas and spec samples to inspire and close sales. When issues arise, she responds and troubleshoots from the road. At end user shows, our clients engage with her and remember meeting her. Priceless!"

"Kerry is not only the kindest person in our industry, but she offers help in any of the most challenging situations with a smile on her face. Her wealth of knowledge and helper attitude exhibits the best of the best for every company she represents as well as distributor she serves."

"We can think of no more deserving candidate than Kerry Schmock for this honor in 2022. Kerry is a friend to all...she knows no strangers, and truly cares for people. Last year we lost our mom. On Mother's Day this year, cards arrived to our homes from Kerry in honor of our mom, as she knew the first Mother's Day without her, would be tough. This is the mark of a Special human being. The world needs more Kerry Schmocks in it."

Congratulations!



Monica Whitfield MBA MAS
Divine Edge Marketing Solutions LLC
2022 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.

Monica Whitfield MBA MAS runs her own distributorship, Divine Edge Marketing Solutions along with her husband Gregory. She is always ready and willing to help us with our events with a smile and passion. In 2022, she once again served us at the TOM Show with our giveaways, set-up and tear-down. Our Promotions That ROAR! Chairman, David Szidik, recognized her talents and asked her to serve at the Volunteer Coordinator for our largest trade show held at Ford Field.

Monica created a Sign Up Genius to recruit volunteers and fill all of the many needs for the show. She participated in bi-weekly Show Committee conference calls to ascertain the needs of each other show coordinator.

On set-up Tuesday, Monica spent the day at Ford Field greeting the volunteers as they arrived and explaining what needed to be done. The day of the show, she also made sure the show bags got handed out and everyone had what they needed for a successful show.

Celebrate With Us and Thank Monica for her Volunteer Excellence on November 3rd at Our Annual Meeting and Awards Celebration Dinner at Carpe Diem in Southfield.



West Michigan

THURSDAY
DECEMBER 1
11:45A-1:15 PM

Annual Members' Holiday Luncheon

HOLIDAY INN
GRAND RAPIDS DOWNTOWN
310 PEARL ST NW
GRAND RAPIDS, MI



Topics of Discussion



*Annual Report and
State of the Association*

Meet
Eat
Network
Share Ideas
Make Your Voices Heard

Plated Lunch -

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

Choose your choice when you register...

**Vegetarian Alfredo
Chicken Florentine
Grilled Salmon**

REGISTER NOW

2022 BOARD OF DIRECTORS

2022 REPORT FROM OPERATIONS

2023 BOARD OF DIRECTORS

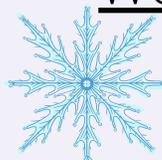
2023 BOARD OFFICERS

2023 PLANS



Join us for our Annual
West Michigan Holiday

Luncheon



Choose packaging style



Choose a kit

Ask about the full selection of kits



SousChef 5-in-1 Gourmet Cutting Board

25 pcs	\$143.25c
50 pcs	\$138.25c
100+ pcs	\$133.25c

Includes laser etched logo on board and gift box with custom sleeve.

DeskSaver Kit Music 3pcs Desk Accessories Kit

25 pcs	\$65.99c
50 pcs	\$60.99c
100+ pcs	\$55.99c

Includes full color print on each product, box top and custom box sleeve



Sound & Lights Kit Ringlight & Earbuds Kit

25 pcs	\$75.99c
50 pcs	\$70.99c
100+ pcs	\$65.99c

Includes full color print on each product, box top and custom box sleeve



PowerJam Kit Speaker & Power Bank Kit

25 pcs	\$87.45c
50 pcs	\$82.45c
100+ pcs	\$77.45c

Includes full color print on each product, box top and custom box sleeve

10 days production time



ASI # 51566 | SAGE # 69081 | PPAI # 383252

More ideas on How to Improve Diversity and Inclusion



28. Bring in technology. There’s lots of emerging “D&I tech” that can provide potential help and solutions to challenges. As a place to start, check out: Interviewing.io (objective technical hiring), Compaas (fair compensation), and Allie (inclusion Slackbot).

29. Start blogging. Diversity attracts diversity, as so much of the talent pool is seeking a safe, inclusive place where they can do their best work. Ask your current employees from underrepresented groups to write about their experiences at your company so prospective candidates can discover an authentic perspective.

30. Invite a guest speaker from the D&I community to speak at your company, especially if you already have regular talks on technical topics or on leadership. Just set aside a couple of slots for D&I!

31. Share discussion points and an agenda prior to meetings so more voices are heard. Some people like to talk through new information immediately, whereas others (such as introverts) prefer to have time to process it before sharing their perspective. By presenting a problem on the spot, you’re less likely to receive the latter group’s contributions.

32. Try the Round Robin technique in meetings, where you ask every person in the room for a contribution to the discussion at hand. People can either share an idea or pass, ensuring that one or two voices aren’t dominating the conversation and that everyone has an equal opportunity to speak up.

33. Point out interruptions. Studies show that women are far more likely than men to be interrupted in meetings — and the more it happens, the more they may feel that their contribution isn’t valued. By heightening awareness of interruptions, you can help people break the habit.

34. Establish a parental leave policy. Optimizely’s post on how they increased their parental leave policy from 6 to 17 weeks — along with the financial model they used to advocate the policy — is a helpful blueprint. Policies to support parents and caregivers can play a huge part in making a workplace more inclusive, not to mention more attractive to candidates. (For further reading, check out this Inclusion At Work article.)

35. Aim for as close to a no-negotiation compensation policy as you can get. Studies show that men negotiate more often than women, and when women do negotiate, they can actually be punished for it. If no negotiation isn’t realistic, consider narrow bands for each role. Companies like Glitch have also publicly shared salary ranges with employees and candidates so that everyone can feel confident they’re being paid fairly.

If you would like to serve on the DEIB Committee for MiPPA, please email: Volunteers@mippa.org The committee is chaired by Roger Burnett CAS, MiPPA past president

This article is a continuation of the important discussion of improving communication and understanding. This content is from a 2020 article in LinkedIn by Jennifer Kim. Read the full article at: <https://bit.ly/3wqr5BP>



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



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

COMING ATTRACTIONS!



November



3rd: Annual Meeting and Awards Celebration
8th: Tuesday Learning Lab
17: Wild Wednesday Webinar

December



6th: Tuesday Learning Lab
14th: Wild Wednesday Webinar

2023 MIPPA Events

January



2023 Coupon Book Available
17th - Tuesday Learning Lab
20th - The TOM Show - San Marino Club, Troy
25th - Wild Wednesday Webinar

February



14th: Tuesday Learning Lab
TBD: Grand Rapids Luncheon With The Stars
22nd: Wild Wednesday Webinar
28th: Product Safety Seminar - Grand Rapids

March



1st: LEAD Lansing
2nd: Product Safety Seminar - Southfield
14th: Tuesday Learning Lab
TBD: Ann Arbor Luncheon With the Stars
29th: Wild Wednesday Webinar

April



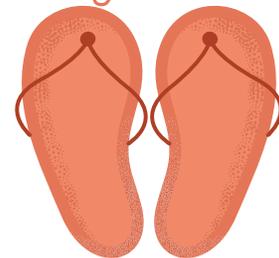
11th: Tuesday Learning Lab
TBD Troy Luncheon With The Stars
26th: Wild Wednesday Webinar

May



9th: Tuesday Learning Lab
17th: Ideas in Bloom Show
31: Wild Wednesday Webinar

June



13th: Tuesday Learning Lab
TBD: Traverse City Mini Showcase
28th: Wild Wednesday Webinar

Save the Date: September 20: Promotions That ROAR! at Ford Field
Watch for Promotional Products 101 Courses
and
New Exciting Events and Offerings in 2023