



IEDA ANNUAL EVENTS • ORLANDO, FLORIDA FEBRUARY 15 - 18, 2019

FRIDAY, FEB 15

Welcome Reception

Reunion Resort Main Lobby

5:30pm – 7:30pm

SATURDAY, FEB 16

IEDA Annual Meeting & Vendor Expo

Reunion Resort Conference Center

8:00am – 4:00pm

Registration Fee: \$160 / Vendor Expo Fee: \$300

SUNDAY, FEB 17

IEDA Golf Tournament

Reunion Resort Golf Clubhouse

8:30am Shotgun Start (Breakfast Served 7:00am in Grand Pavilion)

Registration Fee: \$175 / Clubs: \$50

Non-Members Welcome to Register

IEDA Meet & Greet Reception

Reunion Resort Grand Pavilion

6:30pm – 9:30pm

Complimentary for Members and Invited Guests – Golf Awards will be distributed

MONDAY, FEB 18

IEDA Go-Kart Tournament

Orlando Kart Center

12:30pm – 4:30pm

Registration Fee: \$100 (Includes Bus Transportation, Pizza, Drinks, Awards)

Non-Members Welcome to Register

Meet outside Hotel Lobby at 12noon for Bus Transportation



IEDA ANNUAL MEETING & VENDOR EXPO

SATURDAY, FEB 16

7:00am

Registration Opens / Breakfast / Vendor Expo Open

8:00am

Meeting Begins / Opening Remarks
Awards Presented / Board Member Inductions

8:20am

Gold Sponsor Remarks: Alliance Funding Group

8:30am

A Global Economy in 2019 – What’s Next?

Eli Lustgarten, Senior V.P. at Longbow Securities and Senior Research Analyst for the Industrial Manufacturing and Technology sector, President of ESL Consultants / Former ConExpo Speaker.

9:15am

A Focus on Telematics

Dan Samford, Peak Performance Asset Services

10:00am

Networking Break / Vendor Expo Open

11:00am

Leveraging Big Data to Assess & Predict Market Conditions

A look at industry-wide market data and its capacity to predict current and future conditions.
Scott Lubischer, Corporate Sales Executive
Oversees Fleet Evaluator & Data Science at Sandhills Publishing

11:30pm

A New Era in Sales Tax

Charles Maniace, Leading Sales Tax Expert, joins us to discuss a wave of new rules businesses face regarding tax compliance. What does and does not qualify as substantial nexus? What do e-commerce sellers need to know? What will states do next? What role does software play now? What’s next in the regulatory environment? Do not miss this session with industry expert and Director of Regulatory Analysis at Sovos Compliance.

12:30pm

Lunch Served

1:20pm

Silver Sponsor Remarks: CIT

1:30pm

An Interactive Focus on Topics Ranging from Equipment Shortages and Disposal Strategies to the Reality of Tier Five – Don’t Miss this “Let’s Get Real” session with our Sponsor Affiliates.

Rick Scott, Global Remarketing Manager
Empire Machinery
Bill Campbell, Used Equipment Manager
MacAllister Machinery

2:30pm

Maintaining Relationships in a Digital World

Ned Connolly, Former IEDA President

3:15pm

Strategic Sales Planning Using Equipment Data

Mets Kramer, Consultant, Strategic Evolutions
Previously with Liebherr Canada, Strategic Sales and Marketing Manager
Customer fleet and market information provide incredible insight into market opportunity and sales potential. We will explore how you can apply CRM and business intelligence tools to build and develop new sales strategies and avoid missed sales.

4:00pm

Closing Remarks