



**It's Time to Register!**  
**2018 NDIDA CONVENTION**  
**November 12-13, 2018**  
**Ramkota Hotel • Bismarck, ND**

10/2/18

**MONDAY, NOVEMBER 12, 2018**

8:00 A.M. - 10:00 A.M.....Drop-in Continental Breakfast Available, Courtyard  
Later start allowing employees to drive in! • Registration available

10:00 A.M.....Welcome, Courtyard

**Dan and Heather Butler, NDIDA Chairman and 1<sup>st</sup> Lady, Fargo, ND**

10:30 A.M. - 12:00 Noon.....Dealer/Employee Seminar, Lamborn  
**“Managing Cash and Increasing Profits for Long-Term Prosperity”**  
**Dr. Jim Weber • St. Petersburg, FL**

12:15 P.M. - 1:30 P.M.....VIP Luncheon, Patterson  
**Sponsor Recognition & Awards**

**“Industry Forecast”**  
**Bob Crain, Senior Vice President/General Manager, Americas**  
**AGCO, Duluth, GA**

1:45-3:00 P.M.....Dealer/Employee Seminar, Lamborn  
**“2018 Economy – Now What?”**  
**Dr. Chris Kuehl - Managing Director**  
**Armada Corporate Intelligence • Kansas City, Kansas**

3:00-4:30 P.M.....Sponsor Networking Social, Grand Pacific  
**Social Activities • Adult Beverages • Snacks**  
**Register for Grand Prize Diamond Ring!**

4:30 – 5:30 P.M.....John Deere Line Meeting, Sheyenne

5:30 P.M.....Courtyard Hospitality  
Relax and enjoy “Happy Hour” with our fine hospitality hosts!

(continued)

**MONDAY, NOVEMBER 12, 2018 cont'd.**

6:30-7:30 P.M.....Dinner, Patterson/Lamborn  
**“Jeans n’ Jerseys Night” – Show off your favorite hometown team!**

**Chairman/1<sup>st</sup> Lady Recognition • Passing of the Gavel**

7:30-9:30 P.M.....Entertainment, Patterson/Lamborn  
**Enjoy the High-Energy Sounds of the Johnny Holm Band!**

9:30-11:00 P.M..... Sponsor Hospitality, Courtyard  
Live Music by **Scott Prebys and Friends!**

**TUESDAY, NOVEMBER 13, 2018**

7:30-8:30 A.M.....Drop-in Buffet Breakfast, Patterson Room  
Visit with Sponsors • Registration Available

8:30-9:45 A.M.....Dealer/Employee Training

**Track 1: “Successful Selling in the Ag/Construction  
Equipment Industry – Part I” Lamborn Room  
Dr. Jim Weber • St. Petersburg, FL**

**Track 2: “Excelling in Customer Service” Heart Room  
Christine Corelli • Morton Grove, IL**

**Track 3: “Creating a Safety Culture” Cannonball Room  
Vicki Dawson, Federated Insurance • Fargo, ND**

10:15-11:30 A.M.....Dealer/Employee Training

**Track 1: “Successful Selling in the Ag/Construction  
Equipment Industry – Part II” Lamborn Room  
Dr. Jim Weber • St. Petersburg, FL**

**Track 2: “How to Create High Performance Parts and Service  
Teams” Heart Room  
Christine Corelli • Morton Grove, IL**

**Track 3: “R2R: What You and Your Customers Need to Know”  
Kim Rominger, President/CEO Cannonball Room  
Equipment Dealers Association • St. Louis, MO**

(continued)

**TUESDAY, NOVEMBER 13, 2018, cont'd.**

11:45 A.M.-1:15 P.M.....Dealer/Employee Luncheon, Patterson  
**Annual Business Meeting, Election of Officers**

**“NDIDA Chairman’s Report”**  
**Dan Butler, NDIDA Chairman • Fargo, ND**

**“EDA Report”**  
**Kim Rominger, President/CEO**  
**Equipment Dealers Association • St. Louis, MO**

12:00 Noon-3:00 P.M.....Spouses’ Luncheon  
**Hosted by First Lady Heather Butler, Fargo**

**Lunch and Cooking Demonstration at The Butterhorn • Bismarck, ND**  
*(transportation provided)*

1:30-3:00 P.M.....Dealer/Employee Training

**Track 1: “Successful Selling in the Ag/Construction  
Equipment Industry – Part III”** Lamborn Room  
**Dr. Jim Weber • St. Petersburg, FL**

**Track 2: “Are You a BOSS? Or a LEADER?”** Heart Room  
**Christine Corelli • Morton Grove, IL**

**Track 3: “Tax Reform: What it Means for Dealerships”**  
**Brittany Dunn, Eide Bailly, LLP • Fargo** Cannonball  
Room

**Track 4: “Transforming Blue, NDAIDA, and You”** Sheyenne Room  
**Pat Bellmore, Kristi Nelson-Weber, Peg Dickelman,**  
**Blue Cross Blue Shield of North Dakota • Fargo, ND**

3:00-4:30 P.M.....Sponsor Networking Social, Grand Pacific  
**Social Activities • Adult Beverages • Snacks • Sponsor Prizes!**

4:30 – 6:00 P.M.....Case IH Line Meeting, Governor’s Room

6:00 P.M.....Manufacturer Receptions and Dinners *(Schedules TBA)*

9:00 – 11:00 P.M.....Manufacturer and Company Hospitality, Courtyard

**“NDIDA Game Night”**

A night of games, prizes, music, and karaoke sponsored by  
**Degelman Industries USA** and our fine hospitality hosts!

*-Featuring-*

**Grand Prize Drawing for a Men’s or Women’s Diamond Ring! •**  
**\$1,000 Cash Participation Prize Drawing • Sponsor Prizes for High-Scorers!**

*(Must be a fully-registered dealer, dealership employee, or spouse and be present at the time of the drawings to win!)*

11:00 p.m.....Convention Adjourns

► **Have you made your room reservations?** Please call the Ramkota Bismarck at 701-258-7700 and mention the NDIDA Convention to receive our room block rate of \$109+tax (standard room).