



RMSBA 2022 Annual Meeting

October 4-6, 2022

Embassy Suites Loveland Hotel and Conference Center

Loveland, Colorado

Tuesday- October 4

4pm– 6:00 pm

Registration – Loveland Conference Center

Pre-Front Hallway

Sponsored by:



12:00pm

Golf

Marianna Buttes

5:30 – 6:30 pm

Opening Night Reception

Lobby

7:00pm -10:00pm

Dinner and Bowling

The Summit

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Please join us for a fun night of food, bowling and arcade games at The Summit. The Summit is located within walking distance of the hotel. We will enjoy a buffet dinner with drinks and dessert. We will be bowling on private lanes and everyone will get an arcade card to play some skee-ball or arcade games!

Wednesday- October 5

8:00am – 4:00 pm **Registration Desk Open** **Pre-Front Hallway**
8:00am-8:50 am **RMSBA Business Meeting** **Big Thompson A, B**
8:30am – 11:30 am **Vendor Trade Show Set-up** **Mountain Holly**

9:00- 10:30 am **Keynote Speaker** **Canyon Maple A**

Sponsored by:



Tamara Ghandour: Moving at the Speed of Innovation: How to leverage the power of everyday innovation to navigate change, stay competitive and provide meaningful value in the “next normal”.

Today’s marketplace demands razor edge thinking, higher levels of creative problem solving, and nimble responses to change. Yesterday’s playbook will no longer suffice to deal with the new pressures, challenges, and urgency you face today. In this highly interactive session, Tamara Ghandour will show you how to tap the power of your greatest competitive advantage- your innovative mind- to find opportunities for success, find your differentiating value, and be the go-to resource on your campuses and in your communities.



*At the forefront of human-centered innovation, the impact of Tamara Ghandour’s groundbreaking work can be seen in individuals and teams across the globe. Bringing together over two decades of business experience, neuroscience, behavioral psychology and change principles, Tamara created the first tools to truly make innovation tangible and accessible to all of us. Through her proprietary assessment, the Innovation Quotient Edge™ (IQE), her book *Innovation is Everybody’s Business*, and online tools and training, Tamara helps leaders and teams discover the keys to unlocking their innovative minds to get into a state of flow, create meaningful breakthroughs, have stronger, more valued voices and build high-performing, high-value teams that innovate and win, together.*

10:30am-10:45am **Break** **Canyon Maple A**

Sponsored by:



10:45am-11:30am **General Session** **Canyon Maple A**

NACS Update: Healthy Growth & A Thriving Future

Perseverance and growth-two words that describe what you, your staff, and your store has experienced lately. Where do we go from here? Join NACS staff for an open conversation on what is driving impact in our industry, where opportunities lie, and how you can be involved.

11:30am-12:30pm	<u>Concurrent Educational Sessions</u>	Carter Lake A, B
	General Merchandise	
	<i>NACS: Store Idea Exchange: Let's Talk Products</i>	
	<i>What's been selling well in your store? What products have surprised you? Have any items been difficult to sell through? Which promotions have been successful? Share your responses in this fun idea exchange and facilitated discussion. Let's talk about what's working, what's not, and discover where there may be new opportunities for your store.</i>	
	Course Materials	Big Thompson A, B
	Roundtable	
12:30pm – 1:30 pm	Vendor Appreciation Luncheon	Canyon Maple B, C
1:30pm – 5:30 pm	<u>TRADE SHOW</u> NACS will be raffling off a free registration for either CAMEX 2023 or TAC 2023!	Mountain Holly
3:00pm-3:15pm	Break snacks available in Trade Show (Pinyon Pine)	Mountain Holly
	Sponsored by: 	
5:30pm-6:00pm	Trade Show Break Down	Mountain Holly
6:00 pm – 7:00 pm	President's Reception -	Canyon Maple B, C
7:00 – 8:30 pm	RMSBA Annual Banquet	Canyon Maple B, C
	Sponsored by:	

Thursday- October 6

7:45am – 10:00 am	Registration Desk Open	Pre-Front Hallway
8:00am-9:00am	<u>Concurrent Educational Sessions</u> Course Materials: From IA to EA, the Future of Course Materials Kara Bunde-Dunn with Slingshot <i>Course materials have taken a rapid change in the last few years. Staying up on all of the trends and understanding what model is the right solution for your campus can seem overwhelming. This session is designed to educate you on the course material models available to your institution and to help you determine the best fit based on your unique campus needs.</i>	Canyon Maple A
	General Merchandise: Supply Chain and Shipping Panel with Partnership and Ouray Sportswear	Canyon Maple B
9:00am-9:15am	Break	
9:15am-10:15am	<u>General Session</u> ICBA: Independent Store Innovators: <i>Hear a series of mini-case studies about how various independent college stores have developed innovative programs to grow sales, increase services, reduce expenses, build new partnerships, and/or improve customer and campus satisfaction. Innovation comes in many forms- you'll leave this session inspired with plenty of ideas to "borrow".</i>	Canyon Maple A
10:15am-10:30am	Break	
10:30am-11:30am	<u>Concurrent Educational Sessions</u> Course Materials: Own Your Course Materials Impact by Verba/VitalSource <i>Our team believes that strong independent campus stores run strong course materials programs. The course materials business has evolved to more than just a retail transaction. In this session, we will share new tools and capabilities to streamline course materials to make the process easier and keep your store in control.</i> <i>Join us to see how we're helping store transform course materials with digital-first business models, connecting stores to what matters most on campus, and creating a superior student experience to keep you store, Indie Strong.</i>	Canyon Maple A
	General Merchandise ICBA: How to Merchandise your Store to Grow Sales <i>Together we will explore the importance of utilizing your retail floor space and merchandising tips to optimize and grow your sales. Sales per square foot is a Key Performance Indicator (KPI) that helps you gauge performance and efficiency related to space. How should space be adjusted to accommodate high/low sales trends by category due to seasonal shifts? Learn valuable tips on key factors that can improve performance such as optimizing floor layout, maximizing product assortments, merchandising, and increasing average transactions. Create ways to support product layout and placement on your sales floor to capture your customer's attention, elevate their shopping experience, and stimulate their buying decisions.</i>	Canyon Maple B

This session is ideal for the operations/buying teams that are involved in determining space utilization, merchandising, and customer engagement.

11:45am – 2:30pm

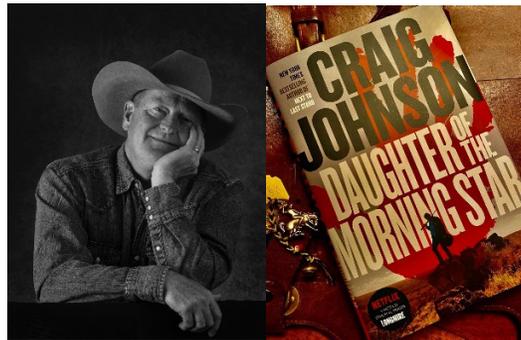
Book & Author Luncheon

Canyon Maple C

Craig Johnson

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Craig Johnson is the New York Times bestselling author of the Walt Longmire mystery novels, which are the basis for Longmire, the hit Netflix original drama. The books have won multiple awards: Le Prix du Polar Nouvelle Observateur/Bibliobs, the Wyoming Historical Association's Book of the Year, Le Prix 813, the Western Writers of America's Spur Award, the Mountains & Plains Book of the Year, the SNCF Prix de Polar, Publishers Weekly Best Book of the Year, The Watson Award, Library Journal's Best Mystery of the Year, the Rocky, and the Will Rogers Award for Fiction. Spirit of Steamboat was selected by the Wyoming State Library as the inaugural One Book Wyoming. Johnson lives in Ucross, Wyoming, population twenty-five.



2:45pm-3:45pm

Round tables and User group

4:00pm-6:00pm

Tour of CSU Bookstore

Join the CSU team for a tour of the CSU Bookstore and Lory Student Center. We will provide transportation for those that need/want it.

6:30pm

Farewell Dinner

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