Tuesday - October 4

4pm–6:00 pm  Registration – Loveland Conference Center  Pre-Front Hallway

12:00pm  Golf  Marianna Buttes

5:30 – 6:30 pm  Opening Night Reception  Lobby

7:00pm-10:00pm  Dinner and Bowling  The Summit

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**
  - **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.*

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

**10:45am-11:30am**
- **General Session**
  - **Sponsored by:**
  - 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 **Concurrent Educational Sessions** Carter Lake A, B

**General Merchandise**

**NACS: Store Idea Exchange: Let’s Talk Products**

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.

**Course Materials** Big Thompson A, B

Roundtable

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12:30pm – 1:30 pm **Vendor Appreciation Luncheon** Canyon Maple B, C

1:30pm – 5:30 pm **TRADE SHOW** Mountain Holly

NACS will be raffling off a free registration for either CAMEX 2023 or TAC 2023!

3:00pm-3:15pm Break snacks available in Trade Show (Pinyon Pine) Mountain Holly

*Sponsored by: [Columbia Sportswear Company]*

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:*
7:45am – 10:00 am  |  Registration Desk Open  |  Pre-Front Hallway

8:00am-9:00am  |  Concurrent Educational Sessions  

**Course Materials:**  
Canyon Maple A  
From IA to EA, the Future of Course Materials  
Kara Bunde-Dunn with Slingshot  

*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.*

9:00am-9:15am  |  Break  

9:15am-10:15am  |  General Session  

**ICBA: Independent Store Innovators:**  
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”.

10:15am-10:30am  |  Break  

10:30am-11:30am  |  Concurrent Educational Sessions  

**Course Materials:**  
Canyon Maple A  
 Own Your Course Materials Impact by Verba/VitalSource  

*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.*

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.

11:45am-12:15pm  |  General Merchandise  

**ICBA: How to Merchandise your Store to Grow Sales**  
Canyon Maple B  
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.*

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**Thursday - October 6**
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

**Sponsored by:**

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 Nouvel 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**

**Sponsored by:**