



Sunday, March 9	Monday, March 10	Tuesday, March 11	Wednesday, March 12	Thursday, March 13	Friday, March 14
Arrival at Statler Hotel 	8:00 - 9:30 Customer Directions: Retail and Foodservice <i>Ed McLaughlin</i>	8:00 - 10:00 Team Decision Making <i>Mike Hostetler</i>	8:00 - 10:00 Negotiation & Conflict <i>Mike Hostetler</i>	7:30 - 10:00 FIRO-B, Your Style of Working With Others <i>Mike Hostetler</i>	8:00 - 10:00 Leading Change <i>Mike Hostetler</i>
	9:30 - 9:45 Photo	10:00 - 10:15 Break	10:00 - 10:15 Break	10:00 - 10:15 Break	10:00 - 10:15 Break
	9:45 - 10:00 Break				
	10:00 - 12:00 Management vs. Leadership <i>Mike Hostetler</i>	10:15 - 12:00 A "Survival Guide" to Finance in Strategic Planning <i>Rich Curtis</i>	10:15 - 12:00 Group Assignment Presentations	10:15 - 12:00 New Product Development <i>Fernando Merce Cindy Karasick Beth Statkus Wm. Wrigley Jr. Company</i>	10:15 - 12:00 Forecast of the Future <i>Ed McLaughlin</i>
	12:00 - 1:00 Lunch <i>Taylor Room</i>	12:00 - 1:00 Lunch <i>Terrace Restaurant</i>	12:00 - 1:00 Lunch <i>Terrace Restaurant</i>	12:00 - 1:00 Lunch <i>Terrace Restaurant</i>	12:00 - 1:15 Lunch Closing Lunch / Awarding of Certificates <i>Taylor Room</i>
	1:00 - 2:30 Strategy <i>Bill Drake</i>	1:00 - 2:45 Strategies for Growth Entrepreneurial Environment <i>Pedro Perez</i>	1:00 - 4:00 A "Survival Guide" to Finance in Strategic Planning <i>Rich Curtis</i>	1:00 - 5:00 Supply Chain Simulation <i>Bill Drake</i>	
	2:30 - 2:45 Break	2:45 - 3:00 Break	4:00 - 4:15 Break	<i>Ballroom Room</i> 	
	2:45 - 4:30 Sustainability <i>Jim Prevor</i>	3:00 - 3:30 Intro to Retail Assignment	4:15 - 6:00 Power of Sleep <i>Jim Maas</i>		
	5:00 - 6:00 Networking Reception <i>Terrace Lounge</i>	3:30 - 5:15 Store Visits			
	6:00 - 7:00 <i>Reception - Rowe Room</i>	5:15 - 6:00 <i>Dinner at Wegmans</i>		6:00 Group Dinner	
7:00 - 7:45 <i>Dinner - Taylor Room</i>	6:30 <i>Dinner on Own</i>	7:00 <i>Group Assignment</i>			
7:45 - 8:45 Program Overview Introductions		6:00 <i>Dinner on Own</i>			