

WESTERN MASS

Event Schedule

2014 Business Expo

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The ACCGS Kick-off Breakfast



Featuring Massachusetts Gov. Deval Patrick

MMC Ballroom A

7:30-8:45 a.m.
Tickets are \$25 in advance, \$30 at the door.
For more information or to order tickets visit www.myonlinechamber.com or e-mail to mazzaferro@myonlinechamber.com

The Professional Women's Chamber November Luncheon



Featuring Patricia Diaz Dennis, retired senior vice president for AT&T, presidential appointee to the Federal Communications Commission, and member of the MassMutual Board of Directors

MMC Ballroom A

11:30 a.m.-1 p.m.
Tickets are \$40 per person. Reservations can be made online at www.myonlinechamber.com or by e-mailing events@myonlinechamber.com

Feature Presentations (See pages A8-A10 for details)

	SHOW FLOOR ROOM #	TIME
The Entrepreneurial Process <i>An interactive conversation led by Peter Rosskothien, co-owner and president of the Log Cabin and Delaney House, a serial entrepreneur, and a former BusinessWest Top Entrepreneur</i>	Theater	9:30 – 10:15 a.m.
“Nope! No Way! Never!” How to Overcome Your Fear of Public Speaking <i>Presented by Thom Fox, business advisor, philanthropist, and host of The Engine on NewsRadio 560 WHYN</i>	Theater	10:30 – 11:15 a.m.
Righteous Leadership <i>Presented by Kirk Smith, president and CEO, YMCA of Greater Springfield</i>	Theater	1:00 – 1:45 p.m.
NASA Is Alive: Building the Next-generation Space Telescope <i>Presented by Brian Comber, NASA engineer</i>	Theater	2:30 – 3:15 p.m.

Sales & Marketing Seminars (See page A14 for details)

Public Relations 101 – How to Get Your Message Heard <i>Presented by Meghan Rothschild, co-founder and director of PR and marketing, chikmedia</i>	1	9:30 – 10:15 a.m.
Unleashing Peak Sales Performance <i>Presented by Duane Cashin, president, Cashin & Co.</i>	1	10:30 – 11:15 a.m.
Goin' Mobile: Responsive Website Design <i>Presented by Amy Scott, founder, Wild Apple Design Group</i>	1	1:30 – 2:15 p.m.

Professional Development Seminars (See page A16 for details)

The Path to Building Name Net Worth <i>Presented by Jeremy Casey, vice president, Small Business Banking, First Niagara Bank</i>	2	9:30 – 10:15 a.m.
What Does Your Billboard Say? <i>Presented by Isa Deloge, area director, Best Buddies Massachusetts</i>	2	10:30 – 11:15 a.m.
Essential Strategies for Business Owners in the Current Environment <i>Presented by Dana Barrows, JD, CLU, ChFC, AEP</i>	2	11:30 a.m. – 12:15 p.m.
Essential Skills for 21st-century Leaders Gearing Up for What's Next <i>Presented by Ingrid Bredenberg, M.S., strategic coach and president, Bredenberg Associates, LLC</i>	2	1:30 – 2:15 p.m.
The Hero's Journey: Your Personality Archetype in Business <i>Presented by Terra Missildine, owner, Beloved Earth</i>	2	2:30 – 3:15 p.m.

Entrepreneurship Seminars (See page A17 for details)

The Basics of Starting a Business <i>Presented by Allen B. Kronick, senior business advisor, Mass. Small Business Development Center</i>	3	9:30 – 10:15 a.m.
Win-Win Thinking <i>Presented by Delcie Bean, founder, Paragus IT</i>	3	10:30 – 11:15 a.m.
How to Delegate and Empower Your Management to Drive Employee Success <i>Presented by Carla Cosenzi, president, TommyCar Auto Group</i>	3	11:30 a.m. – 12:15 p.m.
Achieve Business Growth After Startup <i>Presented by Marla Michel, director, Business Growth Center</i>	3	1:30 – 2:15 p.m.
What Every Entrepreneur Should Know About Starting a Business <i>Presented by CPAs Tim Provost and Doug Theobald, Moriarty & Primack</i>	3	2:30 – 3:15 p.m.

MGM Springfield Seminars (See pages A18 for details)

Doing Business with MGM Springfield <i>Presented by Mark Stolarczyk, vice president of Global Procurement, MGM Resorts</i>	4	9:30 – 10:30 a.m.
MGM Resorts International: Dedicated to Community and Diversity <i>Presented by Jesse Ramirez, supplier diversity manager, MGM Resorts</i>	4	1:30 – 2:30 p.m.

Valley Venture Mentors Programs (See pages A20 for details)

Building an Entrepreneurial Ecosystem <i>(a panel discussion)</i>	1	2:30 – 3:15 p.m.
Pitch Contest and Demo Day	MassMutual Center Lobby	4 – 5 p.m.
Expo Social Premier Networking Event <small>Sponsored by Northwestern Mutual and MGM Springfield</small>	Atrium	4 – 6:30 p.m.