



Northeast District

**District Meeting**  
**March 5, 2016**  
**Albany, NY**

Friday			
6:00 PM	TBD	Hospitality, Hosted by the Albany Chapter. Italian Dinner Buffet	
Saturday AM			
7:30 – 8:30	Empire Room	Breakfast Buffet for District Meeting & Students	
8:30 – 9:30	Salon A/B	Pledge to the Flag - Dave Gardner, CPIM Meeting Kickoff and Review of the Day - Joost Vles, CPIM, CSCP, Northeast District Manager	
9:30 - 9:45	Salon A/B	The New NED Territory Sales Structure Update - Joost Vles, CPIM, CSCP, Northeast District Manager	
9:45 - 10:30		Membership Strategy Strategic Priority update: Using technology to help members achieve their goals Scott Parker, APICS, Director of Customer Experience, Membership & Customer Service	
10:30 - 10:45		BREAK	
10:50 - Noon	Salon A/B	IDP Information Session -- Janet Steiner, CPIM, CSCP, 2015 Chair of the Instructor Development Committee	
Noon - 1:00	Empire Room	Lunch	
1:00 - 1:55		Track 1 Salon A/B Education & Instructor Development Michele Morrison, Holmes Corporation; An Update on CSCP Learning System & the new APICS Logistics, Transportation and Distribution Certification (CLTD) program	Track 2 Salon C Chapter Management Scott Parker, APICS, Director of Customer Experience, Membership and Customer Service; Workforce Development and Millennial Strategies Update: Developing Lifelong Members
2:00 - 3:00		Track 1 Salon A/B Janet Steiner, CPIM, CSCP Need More Time in Class? Learn How to Flip Your Classroom to Gain Time	Track 2 Salon C Michael D. Ford CFPIM, CSCP and Joe Shedlawski CPIM, CSCP Top-down Strategic Planning: From Corporate Vision to Business Plans
3:00 – 3:15		BREAK	
3:15 - 4:15	Salon A/B	The Leaky Bucket Theory - Sean Baker, APICS Calgary Chapter	
4:15 - 4:30	Salon A/B	Meeting Wrap-Up and Looking Ahead - Joost Vles, CPIM, CSCP, Northeast District Manager	
4:30 PM - 7:00 PM	Empire Room	Recognition & Awards Reception == Students and District Meeting Attendees	
6:00 PM	Empire Room	Student Case Competition Awards Presentation Begins	