



THE
DON CESAR



May 15 – 19, 2024

THE DON CESAR – St. Pete Beach, FL

Wednesday, May 15, 2024 – *Look What's New!*

BUSINESS PROGRAM

NAFD QuickChat: Top-to-Top Sessions (1:00 - 4:30 pm)

NAFD is providing Distributors and Allied/Millers the opportunity to schedule and meet on Wednesday afternoon to forge new connections or strengthen existing relationships. These meetings will be **pre-arranged prior** to your arrival. Allied/Millers be sure to check-off the box on the registration form.



Registration Desk 5th Floor (1:00 - 4:30 pm)

Pick up your welcome packet at the registration desk during the same time as the QuickChat Top-to-Top sessions. If your arrival time is after we're closed, you can pick up your badge at the Welcome Reception. We'll also be open every morning.

NETWORKING PROGRAM

Welcome Reception & Dinner (New Members 6pm | All Members 7pm)

New members are invited earlier in order to meet our Board of Directors. Our members will all join us at the same location at 7pm. This evening is a great opportunity to reconnect with members and develop new relationships over dinner and drinks. *Dress business casual and comfortable.*



Thursday, May 16, 2024 – *Business & Networking*

BUSINESS PROGRAM (8:30 – 11:30 am)



Economic Outlook

Scott Colbert, EVP & Director of Fixed Income & Chief Economist – Commerce Bank



Guarding the Grain: Modern Cybersecurity Challenges

Jim Bearce, VP Professional Services, AccessIT Group

Join us for breakfast with your colleagues before our morning session. Both presentations are a must see!

NETWORKING PROGRAM



Significant Others Breakfast with Magic, Comedy & Mentalism (9:45 – 11:30 am)

Be sure your companion does not miss out on breakfast and bond with others over a shared magical experience. Our entertainer **Star Newman** says that they will talk about this event for years to come!

Volleyball, Cornhole & Other Beach Games (1:30 – 3:30 pm)

The afternoon will give you time for a game of volleyball or cornhole. We'll have other games for more fun. Join us on the beach after lunch.



Toes-in-the-Sand Dinner on North Beach (7:00 – 10:00 pm)

Leave your footwear on the sunset deck and meet us on the beach for some food, drinks, music and a stunning sunset! *Dress casual, footwear optional!*

Friday, May 17, 2024 – *Make Connections While You Learn*

BUSINESS PROGRAM (8:30 – 11:15 am)

Join us for breakfast with your colleagues before our morning session.



The Value of NAW for the NAFD

NAW's Chief Revenue Officer
Dan Schuberth will present.



KEYNOTE SPEAKER



A Complaint-Free World: How to Turn Complainers into Collaborators

<https://www.willbowen.com/>

Our Keynote Speaker is Will Bowen, Founder of the Complaint Free movement[®] with 12 million followers and author of *A Complaint Free World*, a #1 International bestseller, with over 3 million copies sold. The presentation will cover the 5 reasons people complain and how to stop them; how to turn complainers into collaborators and how to improve both employee morale and customer satisfaction. After a break, you can ask questions along with a book signing for all members.

NETWORKING PROGRAM

Golf Tournament at The Bayou Club (Golfers Lunch 12 noon | Shotgun start 1 pm)

Calling Golfers of All Experience (or none) - Here's your chance to play a Tom Fazio Signature championship course for players of any caliber. Transportation will be provided.



Dinner is on Your Own this Evening

Saturday, May 18, 2024 – *Last Day to Meet Up and a Spectacular Evening*

BUSINESS PROGRAM (9:00 – 11:20 am)

Join us for breakfast with your colleagues before our morning session.



Dan Manternach, Senior
Agricultural Economist at
Commstock Investments

Commodity Outlook (9:00 – 10:00 am)

Back by popular demand, Dan Manternach will provide us with an outlook on agriculture with a focus on corn, wheat and soybeans. Dan is a seasoned agricultural economist and public speaker who has had a long and successful career as an executive with the nation's top agricultural consulting firms. Come prepared with your questions!

General & Standing Committee Reports & Elections (10:15 – 11:20 am)

NETWORKING PROGRAM

Reception, Awards & Presentations (6:00 – 7:00 pm)

Black & White Casino Night in the Grand Ballroom (7:00 – 10:00 pm)

Come dressed in your favorite Black & White color-themed attire (not formal) for an unforgettable night filled with Vegas-style casino tables like Blackjack, Craps, Roulette, professional dealers, and a raffle for all with PRIZES to win! DINNER and DANCING included in this all around fun night! We can't wait to celebrate with you! *Dress to impress in your Black & White Attire.*



104th Annual Convention | May 15-19, 2024 | The Don CeSar – St. Pete Beach, FL

Wednesday, May 15, 2024

BUSINESS PROGRAM

8:00 – 12:00 noon NAFD Board of Directors Meeting | Breakfast at 8am; Meeting at 9am – **Buena Vista**
1:00 – 4:30 pm NAFD QuickChat: Top-to-Top Sessions – **South Terrace**
Set-Up table between 11:00 am – 12:45 pm
1:00 – 4:30 pm Registration – **South Terrace Arcade**
Arriving after 4:30 pm? Pick up your name tag at the Welcome Reception & Dinner

NETWORKING PROGRAM

6:00 – 7:00 pm New Member Reception (**By Invitation Only**) – **Beach Pavilion at South Pool**
7:00 – 10:00 pm Welcome Reception, Dinner & Music – **Beach Pavilion at South Pool**

Thursday, May 16, 2024

BUSINESS PROGRAM

7:30 – 8:30 am Business Program Members Breakfast – **South Terrace**
8:30 – 9:00 am General Session – **King Charles Ballroom**
9:00 -9:15 am BREAK
9:15 – 10:15 am **Economic Outlook**
Scott Colbert, EVP & Director of Fixed Income & Chief Economist – Commerce Bank
10:15 -10:30 am BREAK
10:30 – 11:30 am **“Guarding the Grain: Modern Cybersecurity Challenges”**
Jim Bearce, Vice President Professional Services – AccessIT Group

NETWORKING PROGRAM

9:45 – 10:30 am Significant Others Breakfast with Magic, Comedy & Mentalism – **South Terrace**
10:45 – 11:30 am “Star Newman” performance
1:30 – 3:30 pm Beach Activities: Volleyball, Cornhole & Beach Games
7:00 – 10:00 pm Reception, Buffet Dinner & Music – **“Toes in the Sand” – North Beach**

Friday, May 17, 2024

BUSINESS PROGRAM

7:30 - 8:30 am Business Program Members Breakfast – **South Terrace**
8:30 - 9:00 am **NAW: The Value of Membership for NAFD – King Charles Ballroom**
9:00 – 10:00 am **A Complaint Free World: How to Turn Complainers into Collaborators**
Will Bowen, Founder of the Complaint Free® movement
10:00 – 10:15 am BREAK
10:15 – 11:15 am **Q&A and Book Signing of A Complaint Free World**

NETWORKING PROGRAM

Afternoon Golf Tournament at **The Bayou Club** (transportation will be provided)
12:00 noon Lunch – Golfers Only at Course | 1:00 pm – **Shotgun Start**
Evening Dinner on Your Own

Saturday, May 18, 2024

BUSINESS PROGRAM

8:00 – 9:00 am Business Program Members Breakfast – **South Terrace**
9:00 – 11:20 noon General Session – **King Charles Ballroom**
9:00 – 10:00 am **Commodity Outlook**
Dan Manternach, Senior Agricultural Economist - Commstock Investments
10:00 – 10:15 am BREAK
10:15 – 11:20 am General Meeting

- Board of Directors Report (Chairman of the Board)
- Standing Committee Reports (Respective Chairs)
- Nominating Committee & Election of Officers & Board of Directors

11:25 am Board of Directors Meeting

NETWORKING PROGRAM

Afternoon Afternoon on Your Own
6:00 pm Cocktail Reception – **Courtyard** (Awards & Presentations Announced at 6:45 pm)
7:00 pm “Black & White Casino Night” – **Grand Ballroom** (Prize Winners Announced at 9:45 pm)