

ISBPA GENERAL MEMBERSHIP

Fall ANNUAL MEETING

HOTEL ARISTA at Citygate Centre
Naperville, Illinois

NOVEMBER 12-13, 2017

PROGRAM OUTLINE



SUNDAY - NOVEMBER 12, 2017

12:00 – 5:00 PM

ISBPA Board of Directors Meeting

6:00 – 8:00 PM

Membership Networking Social at TopGolf, presented by MillerCoors

You're invited to peek behind-the-scenes of TopGolf's successful group events operation. Enjoy plenty of apps and assorted cold MillerCoors beverages and test your golf gameplay skill on several reserved bays.

8:00 PM



MillerCoors Hospitality Room Open

MONDAY - NOVEMBER 13, 2017

9:30 – 10:30 AM

Thomas Schreibel, partner of Michael Best Strategies, BPAA's new Federal Legislative Liaison, will provide an overview of their BPAA Business Plan and website buildout as a newly developed member resource - including grassroots advocacy tools for centers of all types and sizes.

10:45 – 11:45 AM

What's Happening Behind Your Pinsetters? – Precision Pinsetter Service owner and respected mechanic/instructor Frank Miroballi will lead a session discussing one of the most critical members of your staff. An owner of several IL centers, Miroballi talks "proprietor-speak" and provides tips for finding and hiring quality pinsetter mechanics, pinsetter part inventory control and keeping the back-end operation running smoothly. A lively question/answer session is sure to follow!

12:00 PM

PRESIDENT'S LUNCHEON (Complimentary for all ISBPA members). Join your fellow proprietors at ISBPA's Annual General Membership Meeting. Featuring ISBPA award honorees, state and federal legislative updates, and a total of \$5,000 cash awarded to two members drawn from ISBPA's MillerCoors Marketing Challenge. Another member will be drawn to receive complimentary 2018 membership dues courtesy of QuibcaAMF from all eligible QAMF bowling pin purchase entries.

2:00 – 5:00 PM

They're Your Lanes, Let's Talk - Kegels "lane guru" Doug Dukes will discuss lane topography and concerns regarding USBC's pending lane certification policy changes, lane machine operational and maintenance tips, the importance of the "Guy Who Just Pushes the Button," oil patterns, and use of Kegel coaching tools as a new center revenue source utilizing the Specto advance lane tracking system and the Torch lane targeting light.

5:00 - 7:00 PM

ISBPA SUPPORTING MEMBER MINI-DISPLAY NETWORKING BUSINESS/SOCIAL presented by MillerCoors featuring ISBPA's Supporting Member Vendors

7:00 PM



MillerCoors Hospitality Room Open
Monday Night Football Kick-off at 7:30 PM

