

ANNUAL MEETING AND MARKETPLACE

Sunday, October 20th

1:00PM	BANY Board of Director's Meeting
3:00-5:00PM	Annual Meeting and Marketplace Registration
3:00-5:00PM	Exhibit Set-Up
5:00-7:00PM	Welcome Reception at Bolt Castle Come and join us for networking, appetizers, and libations all in an informal setting and network with your colleagues.
7:00PM	Dinner on Own

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Monday, October 21st

7:30AM+	Annual Meeting and Marketplace Registration
7:30-8:30AM	Welcome Breakfast
8:30-10:45AM	General Session: Industry Update President's Welcome and Annual Meeting Opening Remarks Robert Brisman, President - Bus Association of New York State United Motorcoach Association Updates Ken Presley, VP Legislative and Regulatory Affairs, COO - United Motorcoach Association Federal Motor Carrier Safety Administration Updates Brandon Najdovski, Safety Investigator, New York Division New York State Department of Transportation Updates Marc Berger, Director, Passenger Carrier Safety Bureau - NYSDOT
10:45-11:30AM	Networking Break with Exhibitors and Buses
11:30AM-1:00PM	Luncheon
1:00-2:00PM	Keynote Address: "Winning Through Uncertainty" Sam Goodwin Sam is an American entrepreneur, author and professional speaker. He played Division I college ice hockey, co-founded an online tech company and NGO in Singapore and has traveled to every country in the world. Sam was wrongfully imprisoned on false charges of espionage in Syria in 2019. Today, Goodwin shares

his experiences through speaking engagements worldwide. His passionate storytelling, unpredictable humor and authentic message make each presentation and interaction genuinely transformational.

- 2:00-3:00PM** **Memorable Equals Successful: Sales Tips to Stand Out**
Nicole Boyer, Ginger Sales Ninja
You want to be remembered, but not overbearing. You want to stay top of mind, but not overwhelm. Your job is to sell, but no one wants to hear your hard-sell sales pitch. In this session, you'll learn how to stand out from the crowd without being "too much." You'll walk away with tips to help you stay top of mind, get the sale, and maybe even gain back that previously lost business.
- 3:00-3:30PM** **Networking Break with Exhibitors and Buses**
- 3:30-4:30PM** **Technology Round Table: Where we are and where are we going?**
Join us as we discuss practical application of technology, old and new, what practices continue to work and what new practices companies are implementing and how.
- 4:30-5:15PM** **New York State Government Relations/Advocacy Update**
Hear from Association Lobbyists, **Fred Hiffa and Megan Osika, Park Strategies, LLC** on updates from the 2023 Legislative Session.
- 6:30-7:30PM** **Cocktail Reception w/ Buses**
- 7:30-9:00PM** **Annual Banquet**

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Tuesday, October 22nd

- 7:30-8:30AM** **Breakfast**
- 8:35-8:45AM** **Annual Meeting of Membership**
- 8:45-9:45AM** **Crossing the Border Are You Ready?**
Motor coach travel across the international border. Is your company ready? Are your travelers prepared? Hear from representatives from the United States and Canadian border agencies and **Vince Accardi, President of Motor Coach Canada and Ontario Motor Coach Association** on what to expect, proper documentation to have and ELD compliance.
- 10:00AM-12:00PM** **Marketplace**
- 12:00PM** **Adjournment**