

BEST

Fall Training Conference

Sponsored by:

Illinois Business Enterprise Program for the Blind,
Illinois Committee of Blind Vendors, and
The National Association of Blind Merchants

This is your chance for extra training, networking, and hospitality. Business Excellence Starts Today. The Illinois Business Enterprise Program and the Illinois Committee of Blind Vendors invites you to Chicago for a special workshop targeted to participants of Midwest Business Enterprise Programs. The BEST in the Midwest is sponsored by the Illinois Committee of Blind Vendors, the National Federation of the Blind Entrepreneur Initiative (NFBEI), and the National Association of Blind Merchants.

Learn more about franchising under Randolph-Sheppard. Learn about new technologies to enhance your business operations. Explore how genuine active participation really works. Investigate products which can increase your profit. Hear from Patti Chang, a distinguished Chicago attorney and President of the National Federation of the Blind of Illinois. Learn more about the advocacy efforts being made on your behalf from Terry Smith, Business Opportunity Specialist for NFBEI. Learn how you really can build opportunity through service. Enjoy the Randolph-Sheppard transformation luncheon at Gibson's Steakhouse. All of this and more for only \$100!

You already know about the quality training NABM sponsors. We all know that the Illinois Committee and Illinois BEP have led the way in pricing programs, rebate opportunities, and program governance. We can learn from the BEST! Business Excellence Starts Today! A limited number of places are available. Rooms are limited. Make reservations now! The special ICBV room rate is \$99 plus tax. Rooms are available Thursday and Friday evening, October 25th and 26th. Make your reservations now at the Doubletree O'Hare Airport, by calling 847-928-7648 and use reservation code ICB. **IMPORTANT! IMPORTANT!** There are now only a few rooms remaining. We would advise that you check for room availability *before* registering with our office for the conference.

We will accept your \$100 registration at my office. Contact kevanworley@blindmerchants.org. Call for complete details 866-543-6808.

You may register online at www.blindmerchants.org. We will accept payment by check, state purchase order, or through PayPal online.

Please find the registration form attached. You may print it and mail to:

National Association of Blind Merchants

1837 S Nevada Ave

PMB 243

Colorado Springs, CO 80905

See you in the windy city!

Remember - Business Excellence Starts Today in Chicago, Illinois.

Thursday October 25, 2012

- 9:00 – 12:00 Illinois Committee of Blind Vendors – Committee Meeting
- 1:00 – 3:30 Illinois Business Enterprise Program Staff Training –
“Understanding Your Priority Within the Law” - James Gashel, Vice President of Business Development, K-NFB Reading Technology, Inc.

“How Staff Can Avoid Vendor Grievances and Arbitrations” - Susan Rockwood Gashel, Attorney at Law

Friday October 26, 2012

- 8:00 – 9:00 BEST Registration
- 9:00 – 9:15 Opening Comments BEPB/ICBV
- 9:15 – 10:00 “Building Opportunity Through Service” An Interactive Presentation - Kevan Worley, Executive Director, National Association of Blind Merchants, and CEO, Worley Enterprises
- 10:00 – 10:20 “Blio - Same Book, Same Time, Same Price” - James Gashel, Vice President of Business Development K-NFB Reading Technology, Inc.
- 10:20 – 10:35 Break
- 10:35 – 11:00 “Innovative Approaches to Your Coffee Services” – Presented by Starbucks
- 11:00 – 11:25 “Confronting the Legal Issues of Randolph-Sheppard” - Susan Rockwood Gashel, Attorney at Law
- 11:25 – 11:45 “Building Opportunities for the Blind of Illinois and Beyond” - Patti Chang, President, National Federation of the Blind of Illinois

- 12:00 – 1:00 “Laughing Your Way to Success”
BEST Luncheon, Gibson Steak House
(Note: Advanced registration required, limited seating available. Lunch **is** included in registration fee for those who register for the conference through NABM. No additional reservation for lunch required.)
Or lunch on your own
- 1:15 – 1:45 “The State of Randolph-Sheppard” - Terry Smith,
Business Opportunity Specialist, National Federation of
the Blind Entrepreneur Initiative
- 1:45 – 2:05 “A Report from the Rehabilitation Services Administration
United States Department of Education” - Dan Frye,
Management and Program Specialist, Randolph-
Sheppard
- 2:05 – 2:45 “Happiness, Service, Opportunity” – Presented by Coca-
Cola
- 2:45 – 3:00 Break
- 3:00 – 3:40 “Hadley Opportunities to Enhance Your Small Business” -
Tom Babinszki, Director of the Forsythe Center for
Entrepreneurship at Hadley School
- 3:40 – 4:00 “Super Blast 2013” (An Open Forum) – Nicky Gacos,
President, National Association of Blind Merchants, Pam
Schnurr; Treasurer, National Association of Blind
Merchants and Terry Smith, Business Opportunity
Specialist, National Federation of the Blind Entrepreneur
Initiative
- 4:00 – 6:00 Dinner on your own
- 6:00 – 9:00 “BEST Tradeshow” – Exhibitors, Networking, Socializing,
Door Prizes

Saturday October 26, 2012

- 9:00 – 9:10 Opening Comments BEPB/ICBV
- 9:10 – 9:40 “Ten Points to an Effective Business Enterprise Program”
- Terry Smith, Business Opportunity Specialist, National
Federation of the Blind Entrepreneur Initiative
- 9:40 – 10:20 “Office Coffee Service 101” – Presented by National
Automatic Merchandising Association
- 10:20 – 10:35 Break
- 10:35 – 10:55 “Partners Bringing Profit Through Special Offers and
Rebates” – Presented by AmeriSource, Kathy Ungaro,
Illinois Committee of Blind Vendors, and Nicky Gacos,
President, National Association of Blind Merchants
- 10:55 – 11:20 “Vendor’s Voices Prouds & Sorrlys Last Three Years
Where Have We Been and Where Should We Go” -
John Gordon, Chairman, Illinois Committee of Blind
Vendors
- 11:20 – 11:30 “Chef Who Beat All Odds” - Laura Martinez
- 12:00 – 1:30 ICBV/BEPB Awards Luncheon
Luncheon presentation from Nicky Gacos, President,
National Association of Blind Merchants