

# Connect SPORTS MARKETPLACE

## Continuing Education Credits Form for Education Sessions Connect Sports Marketplace August 21-23, 2014

The following education was provided at Connect Sports Marketplace 2014 in Orlando, Florida, August 21-23, 2014. Education hours and domains have been verified by the Convention Industry Council. To learn more about what is required for the application process, please visit [conventionindustry.org](http://conventionindustry.org).

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### Saturday, August 23

9:45-10:45 p.m.

- Worst Case Practices, Part 1: Bid Process *Presented by Jon Schmieder, The Huddle Up Group and Mike Chandler, Altitude Event Consulting LLC*  
**🕒 1 hour/A. Strategic Planning**
  - Sponsorships: How to Gain Dollars and Partnerships *Presented by Ron Seaver, SponsorFX and Jason SurfrApp, Really Awesome Company Inc.*  
**🕒 1 hour/A. Strategic Planning or 1 hour/D. Financial Management**
  - Sh\_ft *Presented by Chris Gasbarro, C3*  
**🕒 1 hour/A. Strategic Planning**
  - Strategic Contract Negotiations-Plan & Think Before You Ink *Presented by Cheryl M. Payne, Meeting Sites Resource*  
**🕒 1 hour/A. Strategic Planning**
  - Menu Conversation...Speaking the Language of Food *Presented by Steven Kuentz and Cabrin Kelly-Hale, Marriott International*  
**🕒 1 hour/G. Meeting or Event Design**
  - Social Media Hacks: Secret Time-Saving Features for Prospecting, Researching and Connecting with Attendees *Presented by Crystal Washington, CWM Enterprises*  
**🕒 1 hour/B. Project Management**
  - Key Principles to Understanding Modern Sports Tourism *Presented by Vince Trinidad, Tulsa Sports Commission and Greg Fante, Louisville Sports Commission*  
**🕒 1 hour/A. Strategic Planning or 1 hour/B. Project Management**
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### Saturday, August 23

11:00 a.m.-12:00 p.m.

- Worst Case Practices, Part 2: Site Inspections and FAMs *Presented by Jon Schmieder, The Huddle Up Group and Mike Chandler, Altitude Event Consulting LLC*  
**🕒 1 hour/F. Site Management**
  - 7 Successful Strategies to Getting Yourself Sponsored *Presented by Ron Seaver, National Sports Forum*  
**🕒 1 hour/A. Strategic Planning**
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Name \_\_\_\_\_

Company/Organization \_\_\_\_\_

Email Address \_\_\_\_\_

