



# ROOKIES AND NEWCOMERS SCHEDULE

Rev Oct 12

Sunday, November 13, 2011			
		Course	Faculty
9:00 AM	9:15 AM	Welcome and Overview	D. Lewis & Rich Sanfilippo
9:15 AM	10:00 AM	Why Perform a Feasibility Study?	Jerry Merola
10:00 AM	10:45 AM	Business Plans and Investments	Ben Jones
10:45 AM	11:00 AM	Break	
11:00 AM	11:45 PM	Attractions Mix	Rich Sanfilippo
11:45 PM	12:30 PM	Facility Design and Trends	Kim Davis
12:30 PM	1:30 PM	Lunch	
1:30 PM	2:15 PM	Facility Insurance	C.J. Mills
2:15 PM	3:00 PM	Keys to Successful Redemption & Game Room Layout	George Smith
3:00 PM	3:15 PM	Break	
3:15 PM	4:00 PM	Facility Systems	Rich Sanfilippo
4:00 PM	4:45 PM	Financial Management	Suzanne Provenzano
4:45 PM	5:30 PM	Developing a Marketing Plan	Dorothy Lewis
5:30 PM	6:00 PM	Day 1 Wrap-up and Question and Answers	D. Lewis & Rich Sanfilippo
6:00 PM	10:00 PM	Tour to Fun Spot USA. Buses depart from south concourse	
Monday, November 14, 2011			
8:30 AM	8:45 AM	Continental Breakfast & Recap	D. Lewis & Rich Sanfilippo
8:45 AM	9:30 AM	People: Hiring and Training Staff	Matt Heller
9:30 AM	10:15 AM	Introduction to Food & Beverage	TBA
10:15 AM	10:30 AM	Break	
10:30 AM	11:15 PM	Group Sales	Scott Brown
11:15 PM	12:00 PM	Birthday Parties Start-up	Dorothy Lewis
12:00 PM	12:15 PM	Program Wrap-up	D. Lewis & Rich Sanfilippo
12:15 PM	2:00 PM	Lunch and Learn Event with Pat Koch, Holiday World and Splashin' Safari	

(Schedule subject to change.)

## **ROOKIES & NEWCOMERS RECAP & WRAP-UP SCHEDULE**

Members of the Rookies and Newcomers faculty will be available each morning in room **S331D at 8:30 am** to consult with and to answer any questions you may have about the course content, the rest of the expo education program or the IAAPA Attractions Expo in general.