

## AGENDA

*\*Tentative Schedule – Subject to change*

### Friday, October 22<sup>nd</sup>

- 8:00am – 2:00pm CAPA Golf Outing
- 2:00pm – 6:00pm Registration Open
- 5:30pm – 7:30pm Welcome Reception

### Saturday, October 23<sup>rd</sup>

- 7:00am – 5:00pm Registration Open
- 7:30am – 8:30am Early Riser Education – Pivot Your Business  
Jeff Wilham, National Pawnshops
- 8:30am – 10:30am Opening Breakfast Session
- 10:30am – 1:30pm Exhibit Hall Hours | Lunch
- 1:30pm – 2:45pm How to Build Your Book  
Sam Reading, Pawn Leads
- 2:45pm – 3:45pm Human Resources – Post COVID  
Ron Smedley, Employers Resource Associates
- 2:45pm – 3:45pm Luxury Goods  
Deanna Thompson, Marque Luxury
- 3:45pm – 4:00pm Networking Break
- 4:00pm – 5:00pm Roundtable Discussion
- 5:00pm – 6:30pm Reception in Exhibit Hall
- 7:00pm – 10:00pm Annual Convention Banquet Dinner

### Sunday, October 24<sup>th</sup>

- 7:30am – 12:00pm Registration Open
- 8:00am – 9:00am Early Riser Education
- 9:00am – 10:30am Annual Pawnbrokers Membership Meeting and Bruch Buffet
- 10:30am – 2:00pm Exhibit Hall Hours | Lunch
- 2:00pm – 3:00pm How to Market your Business  
Yigal Adato, Pawn Leaders
- 3:00pm – 3:15pm Networking Break
- 3:15pm – 4:15pm Roundtable Discussion