

UID 2010 REGISTRATION FORM

NAME: _____
COMPANY: _____
BUSINESS ADDRESS: _____
CITY/STATE/ZIP: _____

BADGE NAME: _____
EMAIL: _____
PHONE: _____
FAX: _____

CHECK ONE: Distributor Manufacturer other HAVE YOU ATTENDED A PRIOR UID PROGRAM?: Yes No

TITLE: Check the ONE that most approximates your responsibilities Sales/Sales Management Executive Management Operations/Administration Manufacturer's District Manager Finance Marketing All of the Above Other _____

WHERE/HOW DID YOU HEAR ABOUT THIS UID PROGRAM? _____

Tuition

To take advantage of the Early Registration Discount, your registration must be postmarked, faxed or submitted online by January 16, 2010

- ASSOCIATION MEMBER – US\$995
- NON-MEMBER – US\$1465

If postmarked, faxed or submitted online on or AFTER January 16, 2010, the following tuitions apply

- ASSOCIATION MEMBER – US\$1095
- NON-MEMBER – US\$1565

Please select your 1st (use a "1") & 2nd (use a "2") class choices for each day. Limited space is available and classes fill up quickly.

Monday, March 8, 2010

- __ 01 Creating a Winning Marketing Plan
- __ 02 Improving the Distributor's Bottom Line
- __ 03 You Can Always Sell More – How to Improve Any Sales Force
- __ 04 Creating a Competitive Distinction
- __ 05 Leadership and Delegation for Distribution Managers
- __ 06 Differentiating Your Distribution Company: A Winning Strategy

Tuesday, March 9, 2010

- __ 07 Achieving Effective Inventory Management
- __ 08 From Dull to Dynamic: Transforming Your Presentations – **MORNING**
- __ 09 The Power of the Spoken Word – **AFTERNOON**
- __ 10 Productivity Tactics for Branch Managers
- __ 11 Profit Myths in Wholesale Distribution – **MORNING**
- __ 12 Managing the Account Portfolio – **AFTERNOON**
- __ 13 Marketing Strategies – **MORNING**
- __ 14 Pricing Strategies – **AFTERNOON**
- __ 15 Proving Total Cost Savings

Wednesday, March 10, 2010

- __ 16 Branch and Operations Management for Distributors
- __ 17 Sales Planning for Industrial Distributors
- __ 18 Real World Branding Strategy for the Industrial Products Manufacturers – **MORNING NEW!**
- __ 19 Managing Distributor Sales Activities for the Manufacturer Territory Sales Executive – **AFTERNOON NEW!**
- __ 20 Planning and Managing the Distributorship for Greater Profits
- __ 21 Hiring the Right Salespeople – **MORNING**
- __ 22 Improving Profitability through Joint Sales Calls – **AFTERNOON**
- __ 23 Fundamentals of Business Skills and Leadership Training for Today's Distribution Branch Manager

Thursday, March 11, 2010

- __ 24 Personnel Productivity Improvement
- __ 25 Customers: How to Keep The Best for Life - **MORNING**
- __ 26 Increasing Your Sales Force "EQ" – **AFTERNOON**
- __ 27 Negotiation Skills for Distributors
- __ 28 New Process of Distribution Sales Management
- __ 29 Value Added Selling
- __ 30 Creating Shareholder Value in Wholesale Distribution – **NEW!**

Payment (in US Dollars)

- Check enclosed—made payable to: The University of Industrial Distribution
- Charge to my: VISA MasterCard AMEX

Account #: _____ Exp.Date: _____

Name on Card: _____ Verification Code: _____

Signature: _____

Mail completed registration form to **105 Eastern Avenue, Suite 104 Annapolis, MD 21403** or Fax to **410/263-1659** or you may register online at www.univid.org.

Due to the volume of registrations, we are unable to acknowledge receipt of faxed forms – Please do not call.

Your confirmation will be mailed within two weeks of receipt of your registration

Important Deadlines

January 16, 2010 – Registrations must be mailed, faxed or submitted online to take advantage of the discounted early registration fee.

February 14, 2010 – Reservations must be made directly with the hotel prior to 5:00 p.m. Central Time to receive the UID rate.

General Rules and Regulations:

- A separate form must be completed for each registrant. Make additional copies if needed. Registrations will not be accepted by telephone.
- Payment must accompany your registration. Make checks payable to AEA or Association Education Alliance, LLC.
- Include credit card information and signature if you are registering by fax.
- Registrants will receive confirmation of their course selections prior to the start of classes. Review your confirmation carefully and inform the UID office immediately of any errors. NO course changes will be honored on site!
- Courses may be cancelled due to lack of enrollment. You will be notified of any changes.

Cancellation Policy

Cancellations must be received in writing by February 14, 2010. UID will refund the cost of tuition minus a processing fee of US\$100. No refunds will be given after this date. A substitute registrant may be sent.

Complete this form and Submit Via Fax to **410-263-1659** or register online at www.univid.org