

MICA 2023 FALL BUSINESS MEETING

November 7-9, 2023

Marriott Omaha Downtown Capitol District, Omaha, Nebraska

Tuesday, November 7, 2023

11:00 AM

Registration Open (2nd Floor Foyer)

12:00 PM – 1:30 PM

Executive Committee Luncheon Meeting (Closed) (Dodge Room)

1:45 PM – 2:45 PM

Past Presidents' Committee Meeting (Closed) (Dodge Room)

3:00 PM – 4:30 PM

Membership Committee Meeting (Douglas Room)

3:00 PM - 4:30 PM

Young Professionals Committee Meeting (Dodge Room)

5:30 PM – 8:30 PM

Top Golf Networking Event (Top Golf Omaha)

908 N 102nd St, Omaha, NE 68114 (8.0 Miles from Hotel)

Three hours of Topgolf game play in Reserved golf bays with Free club rentals

Backyard BBQ meal with dessert

Bottomless soda, iced tea and water and Premium alcoholic beverages

Lifetime memberships at Topgolf

Wednesday, November 8, 2023

8:00 AM

Registration Open (2nd Floor Foyer)

8:00 AM – 10:00 AM

Breakfast (Capitol Ballroom 2)

8:30 AM – 9:30 AM

Safety & Environmental Committee Meeting (Douglas Room)

9:45 AM – 11:45 AM

Reading and Understanding Contracts (Free to attend) (Dodge Room)

Donald Rineer Esq., Auman Mahan & Furry



Donald Rineer is a shareholder and director with Auman, Mahan & Furry, practicing in the firm's business group. Donald works with closely held businesses in various industries, including construction contractors and owners, trade associations, and many other types of businesses. He has been involved in virtually all types of contracts and transactions that a business can encounter.

In his presentation, Donald will be giving pointers on day-to-day contracting, discussing how contracts are formed including quotes, purchase orders and formal contracts. He will also give attendees insight into some common "Killer Contract Clauses" to watch out for. Donald will also review traps set in lien waiver and change order forms and how to deal with them.

11:45 AM – 12:00 PM

Break

12:00 PM - 12:30 PM

Cocktail Reception (2nd Floor Foyer)

12:30 PM - 1:30 PM

Welcome Luncheon (Capitol Ballroom 2)

1:30 PM - 2:00 PM

General Business Meeting (Capitol Ballroom 3&4)

President's Welcome and Report

2:00 PM – 3:15 PM

Keynote Presentation (Capitol Ballroom 3&4)

Marvin Montgomery



For more than 30 years, Marvin Montgomery has earned widespread national recognition and praise for his informative, practical, and stimulating programs that reflect his basic philosophy: "Preparation and practice are the keys to success."

Marvin began his career with one of the nation's largest jewelry chains and worked his way up to the director of sales position. It was here that Marvin began refining his approach to training. In total he trained more than 1,200 associates in 95 stores during his time with the organization.

Since that time, Marvin's captivating presentations have assisted hundreds of organizations to meet or exceed their goals using his training programs. Many of Marvin's clients have said that getting "Marvinized" has truly made a difference in their company and Marvin has become a mandatory part of company training.

3:15 PM – 3:30 PM

Refreshment Break

3:30 PM - 4:15 PM

Open Forum Discussions:

Union Contractors Forum (Douglas Room)

Ted Nickel, Moderator

Open Shop Contractors Forum (Dodge Room)

Adam DeGraaf, Moderator

Associate Member Forum (Capitol Ballroom 3&4)

Louis Walton, Moderator

4:30 PM – 6:00 PM

Reception & Associate Members' Tabletop Displays (Capitol Ballroom 1&2)
(Distributors/Fabricators)

Dinner on Your Own. Enjoy Omaha!

Thursday, November 9, 2023

8:00 AM – 9:00 AM

Breakfast for All Attendees (Capitol Ballroom 3&4)

8:30 AM

General Business Meeting (Capitol Ballroom 3&4)

8:45 AM – 9:00 AM

YOUR MICA Website – New Features and How to Get the Most Out of It

Morgan Arwood, MICA Membership Director



Morgan will take you through the new MICA Website showing you what information it houses and how it can be used to keep track of MICA Activities, find members, order the Standards Manual and much more.

9:00 AM – 10:00 AM

Business Continuity: Having a Back-Up Plan! (Capitol Ballroom 3&4)

Dyanne Ross-Hanson, President & Founder of Exit Planning Strategies, LLC.



As a business owner, you plan your business's growth, success, and future. Hopefully this includes your plans for someday transitioning ownership. But what happens if a "triggering event" forces ownership transition prematurely, i.e., disability, death, divorce, disagreement. What are the vital issues that need to be addressed including stock transfer, loss of financial resources/talent and loss of key employees and customers? What about the Real Estate? Do these issues differ between sole owned and multiple owned businesses?

Learning Objectives:

1. Discover the importance of a Buy Sell Agreement and "must have" provisions.
2. Increase value by decreasing the company's reliance on the owner for operations.
3. Understand unique planning characteristics of a "sole owner" scenario.
4. Funding alternatives for Death and Disability and significant tax implication of design/structure.

10:00 AM – 10:10 AM

Refreshment Break

10:10 AM – 11:10 AM

Influence and Impact: The Power of Communication in Business

Teri Whittington, Envision Success Inc.



Join Teri Whittington for real-world communication tips and techniques to help you increase your powers of persuasion as a leader. In this dynamic session, participants will discover their own primary communication and leadership style, quickly identify others' styles, and make simple adjustments for better results in every type of conversation with all types of people. Partly based on the comprehensive data and tools offered by Extended-DISC®, this popular session is easy to understand and has practical value for professional and personal use. Includes priceless nuggets on non-verbal communications, a formula for smoother "difficult" conversations, and an optional toolkit to apply the information long after the conference ends.

Teri has over 25 years of experience in both retail and property management. She has developed systems of operations and training programs for employees. She currently works with Sandi Downing Real Estate/Keller Williams in Marketing and Administration.

11:15 AM – 12:30 PM

Board of Directors Meeting (Closed) (Douglas Room)