

MONDAY, APRIL 17

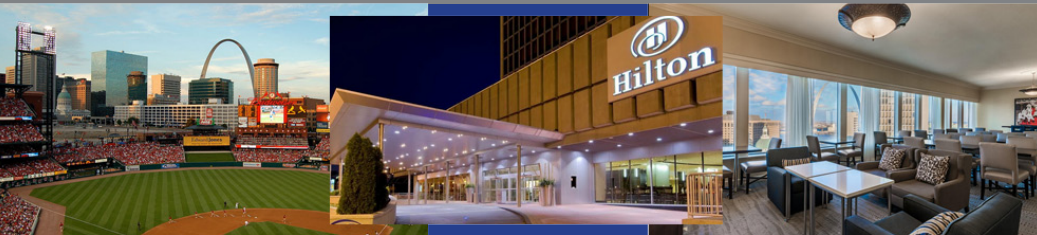
MTIA Night at the Ballpark

Join your industry colleagues for a great evening of baseball at one of America's best MLB venues - Busch Stadium - home of the St. Louis Cardinals. We'll gather at 6:00 p.m. at the **Bank of America Club** at the ballpark in time for the 7:15 p.m. game against the Pittsburgh Pirates.

Our group event in the **Bank of America Club** will include a two-hour, all-you-care-to-eat complete ballpark buffet (beginning one hour before game time), complimentary adult refreshments, and reserved outdoor seating with a great view of the game and of the St. Louis skyline.

Plan to pick up your tickets after 5:30 p.m. in the lobby of our conference hotel, the **Hilton St. Louis at the Ballpark**, just minutes from Busch Stadium. Just complete the attached registration form (*located at right*) and let us know how many tickets you would like. We have 75 tickets reserved - don't delay in sending your ticket order.

Hotel Accommodations



The **2017 Business Strategy Seminar** will be held at the **Hilton St. Louis at the Ballpark** located at 1 South Broadway, St. Louis, MO.

MTIA has secured a block of rooms for the evening of Monday, April 17 at a great group rate of \$169.00 plus tax. Check-in time is 4:00 p.m. and check-out time is 11:00 a.m. Reservations must be made no later than Friday, March 24, 2017.

Please call the hotel directly at (877) 845-7354. Be sure to ask for the **MTIA Room Block**. You may also reserve your room by going to MTIA's home page, www.mtia.org. Simply click on the button "Book a Room" to receive our special rate. The link will be available under **2017 Business Strategy Seminar**.

TUESDAY, APRIL 18

MTIA Business Strategy Seminar

HILTON ST. LOUIS AT THE BALLPARK 8:30 A.M. - NOON

Continental breakfast buffet: 7:30 a.m. - 8:30 a.m. | Dine & Dash member luncheon: Noon



MANAGING CHANGE: DESIGNING A BUSINESS PLAN FOR SUCCESS, SERVICE & SURVIVAL

Presented by: **Judi Ushio, Midwest Division Manager, GVNW Consulting**
Randy Trost, Senior Technical Consultant, GVNW Consulting

Today's telecom marketplace is unlike any environment we have seen before. Competition from new players, combined with ever-changing technology, challenges us to keep and expand our customer base, develop new revenue streams, and stay ahead of customer expectations. Recent changes to federal regulatory and support programs like USF impact future capital investment and expansion plans. But broadband penetration and ever-increasing speeds in rural markets create a potential huge growth area. You may be in the perfect business at this time — if you can develop a business plan to capitalize on today's opportunities.

Topics to be covered include:

- Using project management techniques to complete tasks on time and under budget
- Revamping your business plans to incorporate new financial strategies
- Taking advantage of the Internet of Things, new gadgets, and faster speeds
- Developing new partnerships and new business models for success
- Finding and developing staff with the skill sets to meet today's needs

About Our Presenters: Judi Ushio serves as Midwest Division Manager for GVNW Consulting, Inc. She provides expertise to her clients in the areas of strategic planning, regulatory planning and compliance, emergency preparedness and RUS loan management. Among her many achievements was her work to create and build a \$400 million fiber optic network throughout the Hawaiian Islands.

She will be joined by Randy Trost, Senior Technical Consultant for GVNW Consulting, Inc. Randy has worked with telecom carriers of all sizes to help them understand, incorporate and deploy new technologies in their networks.



**MTIA
BUSINESS
STRATEGY
SEMINAR
REGISTRATION
APRIL 17-18, 2017**

Option 1: \$245 / registrant
Seminar | Cardinals Reception | Buffet Dinner | Game

Option 2: \$145 / registrant
Business Strategy Seminar **Only**

Option 3: \$100 / registrant
Cardinals Reception | Buffet Dinner | Game

Company: _____

Contact Name: _____

Phone: _____ **Email:** _____

Name	Option	Total
Grand Total		

Return by Monday, April 10, 2017.
No refunds after this date.

Please make checks payable to **MTIA**.

Return registration to:
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