Interested in doing business with the federal government? Join SAME Scott Field and St. Louis Posts + SMPS St. Louis for the 8th Annual Industry Day. Representatives from a variety of federal agencies will present on their agency’s missions and upcoming contracting opportunities. Plus, you’ll have a couple of education programs to enhance your federal marketing efforts!

**MARKETING TRAINING – SF330** WEDNESDAY, APRIL 15
Joan Freitag, principal of federal services at Hanson Professional Services, will present tips, tricks and strategies to preparing a successful SF330! This program is a separate fee – see sidebar.

**NETWORKING HAPPY HOUR** WEDNESDAY, APRIL 15
Industry Day is jam packed so join us the evening before for a happy hour dedicated to connecting and networking.

**OPENING SPEAKER – JOSH FRANK** THURSDAY, APRIL 16
Josh Frank, founder and managing partner of RMS Federal, will be kicking off Industry Day with a presentation called Accelerating Your Sales - How to Bridge, Map and Communicate Your Past Performance. Mr. Frank is a nationally recognized authority on government sales and business acceleration. He specializes in the development and implementation of techniques and strategies required to differentiate, position for, and win government contracts.

**AGENCY BRIEFINGS** THURSDAY, APRIL 16
After Josh Frank, representatives from the following agencies will talk about their upcoming work programs and contracting opportunities.
- FAA
- GSA Region 6
- Scott Air Force Base 375th, Civil Engineering Squadron & Contracting
- USACE, Kansas City District
- USACE, Louisville District
- USACE, Mobile District
- USACE, Rock Island District
- USACE, St. Louis District
- USACE, Tulsa District

**AGENCY ROUNDTABLES** THURSDAY, APRIL 16
Between morning and afternoon Agency Briefings, attendees can interact with Agency Representatives in a small group during Roundtables over the lunch break.
- FAA
- GSA Region 6
- Josh Frank, RMS Federal
- Scott Air Force Base 375th, Civil Engineering Squadron & Contracting
- USACE, Kansas City District
- USACE, Louisville District
- USACE, Mobile District
- USACE, St. Louis District - Contracting
- USACE, St. Louis District - Construction
- USACE, Tulsa District

**NEW PROCESS!**
Different from previous years, Roundtable seating will be an automated process handled on a first come, first served basis during the registration process. Tables will close out as they are filled, so it is beneficial to register early. Attendees must register for Industry Day to participate.

**APRIL 15, 2020**
**MARKETING TRAINING PROGRAM :: SF330 TIPS, TRICKS & STRATEGIES**
4:00 pm - 5:30 pm
Bella Milano
455 Regency Park
O’Fallon, IL 62269

$50 Registration Fee

Registration cost includes the Wednesday presentation and Wednesday Networking Happy Hour. Registration for the session does not include access to Industry Day presentations on Thursday, which requires separate registration and payment.

**NETWORKING HAPPY HOUR**
5:30 pm - 7:30 pm
Bella Milano
455 Regency Park
O’Fallon, IL 62269

The Networking Happy Hour is included in registration for both the SF330 Program and Industry Day.

**APRIL 16, 2020**
**INDUSTRY DAY**
7:30 am - 4:00 pm
Regency Conference Center
400 Regency Park
O’Fallon, IL 62269

$90 Registration Fee
Free for Government Employees

Industry Day registration includes the Wednesday Networking Happy Hour and all events on Thursday, including the Opening Presentation, Agency Briefings, Agency Roundtables, breakfast and lunch. It does not include the SF330 Marketing Training Program on Wednesday, which requires separate registration and payment.

**HOTEL INFORMATION**
**Hilton Garden Inn**
360 Regency Park Drive
O’Fallon, IL 62269
Click here and use code SAME20

**VOLUNTEER AT INDUSTRY DAY**
CONTACT JULIA PLUFF
The Industry Day Committee is in need of volunteers to help the day run smoothly. Please contact Julia Pluff if interested: pluff@BricPartnership.com.

**REGISTER HERE**

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