

ANNOUNCING **M.A.P.** 3rd YEAR!  
**Manager's Advancement Program**



**M.A.P. CLASSES ON SEPT 30th & OCT 1st**  
**Kick-off Celebration Ticket Included for SEPT 29th**

**Track for Owners and Managers – LIMITED Capacity!\*  
 Sign up NOW! \***

- Speed Dating Hour w/participating Vendors
  - Business Related Classes
- **Exclusive FAQ Session with Canoo**  
 — AT THE CONFERENCE —

EDGAR H. WILSON CONVENTION CENTER • 220 COLISEUM DR • MACON, GA 31217

■ ■ WED, SEPT 29 | Sponsored by **TARGET "PLUG IN EARLY"** Kick-off Celebration: Special Guests including Commissioner Black & **CANOO** | Buffet & Beverage | Cash Bar | **B I N G O** w/Exhibitor Prizes ■ ■

**THURSDAY SEPTEMBER 30—7:00-8:00am | Breakfast and Meet Exhibitors in Exhibit Hall**



**DENA**

■ ■ THURSDAY, SEPTEMBER 30 [CLASS SCHEDULE] [Exhibit Hall]  
**8:30-9:30am**

**Business Strategies for Successful Pest Control Companies**

Dena has led companies to success by building team and community within the organization. Gain knowledge of using strategic hiring practices, brand identity, cross-training and endurance.

CPCO of GA 23rd Annual Fall Conference **KEYNOTE SPEAKER:**  
**DENA THOMAS, Advanced Services for Pest Control**

**9:40 - 10:40am | Exclusive FAQ Session in the Exhibit Hall with Canoo Representative**

[ Room 308 (all classes below) ]



**AMY**

**10:50-11:50am**

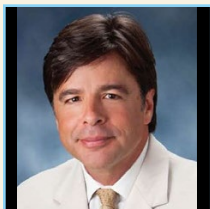
**Winning the War on Talent**

Finding the right people and keeping them. Amy is experienced in bringing people on board, keeping them, and ensuring the best for both the company and employees. Learn how to attract, retain, and set up success for your company and your employees.

**SPEAKER: AMY WILSON, Certus Pest Control**

**NOON - 1:00pm | Lunch in the Exhibit Hall**

**1:10pm-2:10pm | Speed Dating with Vendors in Exhibit Hall—Face to Face time with Exhibitors. LEARN NEW PRODUCTS AND SERVICES. Time for uninterrupted Q's & A's**



**ALLEN**

**2:20-3:20pm**

**Recognizing Risks for Employee Safety and Business Protection**

Mitigating risk and loss in everyday business practices and procedures is something managers need to consider. To make sure you are covered and prepared, Allen will help managers determine how to develop a plan to protect employees and the business.

**SPEAKER: ALLEN FUGLER, Houston International Insurance Group**

**3:25 - 3:45pm—BREAK/SNACK in the Exhibit Hall**



**MARK**

**3:50-4:50pm**

**The Process & Pitfalls of Selling Your Business**

In an age of acquisitions and mergers, learn from the experience of attorney Mark Ruff who has seen deals go well for some and not so well for others. Learn what to consider when selling your business, how to prepare your business for the process and what to be on guard for.

**SPEAKER: MARK H RUFF, Law Offices of Mark H. Ruff, P.A.**

**5:00 - 6:00pm—Wrap-up, Debrief and Application-Facilitated by BONNIE RABE, Rollins Inc**

**FRIDAY OCTOBER 1—7:00-8:00am | Breakfast / Exhibits in Exhibit Hall**



**JEFF**

■ ■ FRIDAY, OCTOBER 1 [CLASS SCHEDULE] [ Room 308 (all classes below) ]

**8:00-9:00am**

**Understanding Financials in Pest Control**

Jeff is passionate about finances and making business profitable. Learn how to analyze your business reports to determine the health and needs of your company.

**SPEAKER: JEFF SWANEY, TruNorth Pest Control**



**BONNIE**

**9:10-10:10am**

**Policy Trends That May Impact Your Business**

As Chair of NPMA's Public Policy Committee and Managing Director of Government Relations at Rollins, Bonnie is in the loop of legislative policies that are in the works. She is knowledgeable about business and offers insight to how to prepare in your own company.

**SPEAKER: BONNIE RABE, Rollins Inc**

**10:35 - 11:00am | Awards / Giveaways in the Exhibit Hall**



**DAVE**

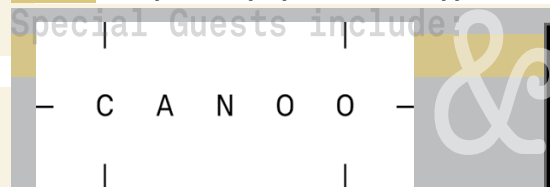
**11:05-12:05pm**

**SERVE: The Secret**

Learn how to elevate your company and be successful personally and professionally. Chick-fil-A owner/operators will share the SERVE Secret that has been the foundation of Leadership in their places of business.

**SPEAKER: Chick-fil-A Owner/Operators**

**12:15 - 1:15pm—Wrap-up, Debrief and Application-Facilitated by BONNIE RABE, Rollins Inc**



ENGINEERING THE IMPOSSIBLE



GDA Commissioner & 2022 U.S. Senate Candidate Gary W. Black

★ ★ ★ **M.A.P. Speed-dating Exhibitors:**

- basf • conidiotec • zoecon/central life sciences • jf oakes • lipatech • nisus*  
*• siteone • sullivan sales & marketing llc • syngenta •*