

MAP Medium Firm Networking Group Meeting

October 26-27, 2011 – Amelia Island, FL

AGENDA

Networking Reception

Location: **Sabal Palm Room** (Inside the Ocean Grill)

Tuesday, Oct. 25, 2011 6:30 – 7:45 PM

Sponsored by *Ernst & Morris* "The Leader in Cost Segregation & Energy"



<u>Day One – Wednesday, Oct. 26, 2011</u>		Meeting Room: Ibis Room
8:00 – 8:30 AM	Breakfast	Room: In meeting room
8:30 – 10:00 AM	Developing New Partners: Strategies that Work	Sam Allred – Upstream Academy
10:00 – 10:15 AM	Break	
10:15 AM – 12:00 PM	Optimizing Partner Horsepower	Sam Allred – Upstream Academy
12:00 – 1:00 PM	Lunch	Location: Osprey Room
1:00 – 2:30 PM	Roundtable Discussion: • Follow up from Partner Presentations	Sam Allred - Facilitator
2:30 - 2:45 PM	Break	
2:45 – 3:45 PM	Benchmarking Financial Stats	Tom Weddell - Facilitator
3:45 – 4:00 PM	Break	
4:00 – 5:00 PM	Benchmarking Financial Stats (continued)	Tom Weddell - Facilitator
5:00 PM	Day One Adjourns	
6:30 PM	Group Dinner: <u>Beech Street Grill</u> 801 Beech Street Fernandina Beach, FL 32034 904-277-3662	Meet in hotel lobby at 6:00 PM
<u>Day Two – Thursday, Oct. 27, 2011</u>		Meeting Room: Ibis Room
8:00 – 8:30 AM	Breakfast	In meeting room
8:30 – 10:00 AM	The Role and Responsibilities of a Business Developer	Tom Craven - Vanacore, DeBenedictus, DiGiovanni & Weddell, LLP
10:00 – 10:15 AM	Break	
10:15 – 12:00 PM	Five-minute Roundtable Discussions • Financial Advisory Services • Staffing – Retention • Compensation • Partner Accountability • Social Media • IT	Sue McCormick - Facilitator
12:00 – 1:00 PM	Lunch	Room: Osprey Room
1:00 – 2:30 PM	2011 PCPS CPA Firm Top Issues Survey Roundtable	Sue McCormick - Facilitator
2:30 – 3:00 PM	Meeting Wrap Up: Evaluations; CPE Forms; Next Meeting Topics, Agenda & Location	Sue McCormick - Facilitator
3:00 PM	Meeting Adjourns	