

PARTNERS IN PROGRESS

An orange icon depicting two stylized human figures from the chest up, facing each other. Above them is a speech bubble containing three horizontal lines, indicating conversation or communication.

44TH ANNUAL INDUSTRY ADVANCEMENT SUMMIT

EMBASSY SUITES CHICAGO >> DOWNTOWN/LAKEFRONT >> CHICAGO, IL

TUESDAY, APRIL 29 - FRIDAY, MAY 2, 2014

PARTNERS IN PROGRESS



SHDA's 44th Annual Industry Advancement Summit returns to Chicago, IL on April 29 – May 2, 2014 at the Embassy Suites Chicago Downtown Lakefront – an ideal venue for the quality of networking, education and interchange of ideas that members' have come to value so highly.

For 44 years, the annual SHDA Summit has served the security hardware industry by featuring invaluable One-on-One business appointments where leading Distributors can meet more than 50 industry supplier partners in one convenient location, saving their companies hundreds of hours and thousands of dollars annually. See "Maximize Your Results!" on page 3 for more information on the One-on-One conferences.

The Summit offers two full days and one half day of the 25-minute One-on-One appointments for the entire Summit to allow partners who need to spend a bit more time to get the full benefit of tailored attention, allowing distributors to make up to 41 appointments. SHDA encourages distributor companies to bring more than one principal to enhance their capacity to expand their exposure to all manufacturer participants. A full "dance card" of appointments will allow all attendees to leave Chicago with a full complement of business contacts completed and work goals achieved.

The Security Hardware Distributors Association's mission is to continually improve, through education and services, the proficiency of security distributors in order that they are the most effective and efficient conduit to the marketplace. The 2014 Summit schedule, as well as the additional networking and educational opportunities offered in Chicago, will further enhance this commitment to our members.

Register now to join your industry colleagues in Chicago on April 29 – May 2! You won't want to miss this one!

SHDA's Annual Industry Advancement Summit will provide you with tangible, take-home knowledge that will help you run a better business, provided through SHDA's 2014 Ben Silver Education Program. This year's focus on Productivity and life balance and will be addressed by our speaker, Steve McClatchy, at the Ben Silver Seminar on Tuesday, April 29. This powerful presentation will show you the criteria we all use for making decisions drive our performance and our effectiveness as leaders. Great decision-making habits yield a lifetime of achievements and success. Poor habits keep us stressed, frustrated, and forever out of balance.



CHICAGO IN THE SPRINGTIME

Chicago weather in the spring can be variable. SHDA attendees should experience temperatures in the high 50s and low 60s, with chilly nights and need for a jacket and rain coat or umbrella.

WARDROBE

The attire for the 44th Annual Industry Advancement Summit is business casual. For men, golf shirt or dress shirts and leisure slacks are appropriate. For women, skirt or pant sets and business casual dresses are appropriate. Meeting rooms can be chilly, so sweaters are also helpful.

MAXIMIZE YOUR RESULTS!

SOME TIPS TO HELP YOU MAXIMIZE YOUR RESULTS DURING THE ONE-ON-ONE CONFERENCE APPOINTMENTS

The One-on-One Conference is the most vital component of your SHDA membership. Both Distributor and Associate members agree that this unique opportunity to meet with more than 50 industry partners in a matter of three and a half days is one of the most significant benefits of membership.

WHAT ARE THE ONE-ON-ONES?

They are a series of appointments that allow distributors a unique opportunity to meet directly with the key representatives of both present and future suppliers. They afford the opportunity for both

distributors and suppliers to discuss market trends, review new products and plan future strategies. On Tuesday afternoon at 4:30 pm, Distributors will set up sequential 25-minute appointments for Wednesday, Thursday & Friday. During the morning and afternoon of Wednesday and Thursday and the morning on Friday, they will circulate along the Manufacturer Suite portion of the Embassy Suites visiting the supplier members of SHDA.

The following topics were suggested by a group of distributors and vendors to facilitate meaningful discussions between vendor and distributor

and that both the vendors and distributors should be prepared to discuss their views / ratings for the other.

IMPORTANT REMINDER

The purpose of the One-on-One Conferences is to provide Distributors and Manufacturers a cost effective opportunity to meet with their market partners under one roof. SHDA strives to provide this opportunity to all delegates in a time-efficient fashion at the lowest cost possible. With this in mind, manufacturers are reminded that no alcoholic beverages or food should be permitted in the conference.

ONE-ON-ONE 101

TIPS TO HELP YOU PREPARE FOR AND CONDUCT THESE ONE-ON-ONE SESSIONS

DISTRIBUTORS SHOULD prepare market data for each vendor, check with field personnel for details on products and servicing, gather necessary input to maximize your vendor relationship.

As you prepare for each meeting, analyze how each of your vendors handle the following and jot down notes to share during your conversation:

- Customer Service (Phone, tech support, returns)
- Sales & Marketing (Local support - including frequency of visits, information timeliness, call planning, call objectives, joint sales calls, engagement with inside and outside sales, responsiveness; Product training/product quality - including promotions and new products)
- Operations (On time shipping, lead times, accuracy in invoices/orders, freight guidelines)
- Management (Strategic planning, partnership, sales, company performance, growth, peer performance, industry benchmarking, forecast of future performance)

MANUFACTURERS SHOULD plan on a 10-minute presentation, allowing ample time for discussion between Distributors and Manufacturers. Manufacturers may wish to bring: new product information; new programs; advertising plans; individual distributor sales figures and vendor sales trends.

As you prepare for each meeting, analyze your distributors by considering the following points and take notes to share during your conversation. Does the distributor:

- have trained (certified by the manufacturer) customer service and field sales people so that they know the product's functions, applications, operations and installation?
- follow up quickly on sales leads provided by the manufacturer?
- provide prompt feedback to the manufacturer on product problems?
- maintain confidentiality with all manufacturer information (does not send information to manufacturer competitors)?
- actively participate in business development planning with the manufacturer and follow up with implementation of agreed upon business development actions?
- actively promote joint sales calls with the manufacturer's representatives?

SCHEDULE OF EVENTS

TUESDAY, APRIL 29, 2014

- 7:30 am - 8:00 am Board & Committee Breakfast
- 8:00 am - 10:00 am Membership & Advocacy Committee Meeting
- 8:00 am - 10:00 am Education & Services Committee Meeting
- 10:00 am - 11:30 am Strategic Planning Committee Meeting
- 11:00 am - 6:00 pm Registration
- 11:45 am - 3:30 pm Ben Silver Education Session
- 4:00 pm - 4:15 pm First Time Attendee Welcome
- 4:30 pm - 5:30 pm One-on-One Scheduling Session
- 5:30 pm - 7:00 pm SHDA Networking Cocktail Reception

9:00 pm - 11:00 pm Hospitality Suite

WEDNESDAY, APRIL 30, 2014

- 7:00 am - 7:45 am Breakfast
- 8:00 am - 11:55 am One-on-One Sessions
- 12:00 pm - 1:20 pm SHDA Luncheon
- 1:30 pm - 5:55 pm One-on-One Sessions
- 6:00 pm - 7:00 pm SHDA Networking Cocktail Reception
- 9:00 pm - 11:00 pm Hospitality Suite

THURSDAY, MAY 1, 2014

- 7:00 am - 7:45 am Breakfast
- 8:00 am - 11:55 am One-on-One Sessions
- 12:00 pm - 1:20 pm Lunch
- 1:30 pm - 5:55 pm One-on-One Sessions
- 6:00 pm - 7:00 pm SHDA Networking Cocktail Reception
- 9:00 pm - 11:00 pm Hospitality Suite

FRIDAY, MAY 2, 2014

- 7:00 am - 7:45 am Continental Breakfast
- 8:00 am - 12:00 pm One-on-One Sessions
- 7:45 am - 9:00 am Closing Board of Directors Meeting

BEN SILVER SEMINAR

TUESDAY, APRIL 29 | 11:45 AM - 3:30 PM

THE BUSINESS OF YOU - DOUBLE YOUR PRODUCTIVITY, REDUCE YOUR STRESS AND BALANCE YOUR LIFE FEATURING: STEVE MCCLATCHY

Steve McClatchy is a speaker, trainer, consultant, writer and entrepreneur who has delighted thousands of audiences with his entertaining style and powerful stories. Steve founded Alleer Training and Consulting out of his passion for continual improvement and his belief that when we stop growing, learning, gaining experience, achieving goals and improving we stop living. He has worked in sales, sales management, training and consulting for such organizations as The Pillsbury Company, Broderbund Software, Franklin Covey and Forte Systems.

Alleer has worked with Fortune 500 companies, small to mid-size firms, associations, universities, government agencies, unions, non-profits and more. Alleer's client list includes Merck, Disney, Wharton School of Business, Nestle, Microsoft, Campbell's Soup, Ikea, Comcast, Wells Fargo, San Francisco 49ers, BASF, Tiffany & Co., The National Basketball Association (NBA), Independence Blue Cross, Harvard University, Nissan, McKesson, Accenture and Hewlett Packard.

Steve is a frequent guest lecturer at Harvard University, Villanova University, Temple University, the University of Pennsylvania's Wharton School of Business and UID. He has



been quoted in *The Wall Street Journal*, *WebMD Magazine*, *Fast Company*, *Entrepreneur*, *Investor's Business Daily* and *Selling Power Magazine*. He is the author of the book *Decide* which will release in January of 2014 by Wiley Publishing.

Steve's presentations are not lectured. The ideas and strategies are facilitated with interaction, exercises, videos and humor. Thousands of hours of research, testing and design have gone into each topic. The results are presentations extremely rich in content that deliver real change in individuals and organizations. Participants walk away from his presentations with knowledge, skills and strategies that put them in greater control and make them more productive.

The Business of You - Double Your Productivity, Reduce Your Stress and Balance Your Life

In this fast paced, interactive and engaging presentation you will learn which decisions bring you success, balance, reduced stress and control and which ones do not. You will also learn how to better manage your to-do list, calendar, contacts, meeting notes and get organized once and for all. McClatchy is known for his expertise with tools such as Outlook and this session will explore how to better leverage those tools.

**Requires advance registration, please register on page 5*

REGISTRATION INFO

EARLY REGISTRATION DISCOUNT | DEADLINE: FEBRUARY 28, 2014

Register by **February 28, 2014** to receive the discounted delegate registration fee of \$395 (check) or \$410 (credit card) and to guarantee your company's listing in the Preliminary Registration Roster, which will be available online and updated every Wednesday evening beginning March 12, 2014.

REGULAR AND MAIL-IN REGISTRATION | DEADLINE: MARCH 17, 2014

Register by **March 17, 2014** to secure the regular delegate registration fee of \$465 (check) or \$490 (credit card) and to guarantee your company's listing in the Official Conference program which will be distributed to all attendees.

After this date, fax your registration form to SHDA at (410) 263-1659 and pay the Late Registration Fee of \$495 (check) or \$510 (credit card).

SPOUSE/COMPANION/GUEST REGISTRATION

\$275 (check discount) or \$285 (credit card payment)

SHDA's Spouse Registration Fee is designed to be an economical way for your spouse or companion (over the age of 18) to attend all of the convention activities. Registered spouses are welcome and encouraged to participate in SHDA activities.

REGISTRATION AND CANCELLATION POLICIES

In order to obtain a refund for convention registration fees, written notice of cancellation is required, to be received at the SHDA office, by the dates noted below:

By March 3, 2014 – for Full Refund

By March 17, 2014 – for 50% Refund

After March 17, 2014 - No Refund, with the exception of a medical emergency. If you must cancel your meeting registration, it is also your responsibility to cancel hotel room reservations.

BADGES Admittance to convention activities will be by badge. Non-registered spouses will not receive a badge.

Included in registration fee:

- All conference materials (program, badge, etc.) *
- Networking opportunities with your marketing partners in the One-on-One Conference Program
- Three breakfasts *
- Two luncheons *
- Six cocktail receptions (with open bar)*

**Included in spouse registration fee – badge admits spouses to SHDA functions*



Mail all Meeting Registrations and payment to:

SHDA, 105 Eastern Ave., Suite 104, Annapolis, MD 21403-3300.

Make all checks payable to SHDA. Register online at www.shda.org



REGISTRATION FORM

44TH ANNUAL INDUSTRY ADVANCEMENT SUMMIT

Embassy Suites Hotel, Chicago-Downtown-Lakefront | Chicago, Illinois | April 29 – May 2, 2014

REGISTER BY
FEBRUARY 28
AND SAVE \$70!

ALSO RECEIVE 1ST CHOICE
OF MANUFACTURER
SUITE LOCATION!

Please Check One: ☐ Distributor ☐ Associate Please check if first time attendee ☐ Yes ☐ No

Please type or print information, as you would like it to appear on your Registration Badge and in the Official Convention Program.

Submit one copy of this form for each individual or family attending the Summit. Photocopy form for additional registrants.

Payment must accompany your registration. To register by fax, sign this registration form, indicating your VISA, MasterCard, Discover or American Express number and the expiration date. Or, mail a copy of the completed form with your check to: SHDA, 105 Eastern Avenue, Suite 104, Annapolis, MD 21403-3300. Delegate registration forms received by February 28, 2014 will qualify for the \$395 early registration, check discount fee or \$410 early registration credit card fee. The \$465 regular registration, check discount fee or \$490 regular registration credit card fee will apply to delegate registrations received between March 1, 2014 and March 17, 2014. All delegates registered by March 17, 2014 will appear in the Official Conference Program. Delegate registrations received after March 17, 2014 will pay the \$490 late-faxed-in, check discount fee or \$510 late-faxed-in credit card fee.

Delegate Name _____ Badge Nickname _____

Title _____ Company Name _____

Company Address _____

City _____ State/Province _____ Zip/Postal Code _____

Country _____ Phone _____

Fax _____ Email _____

Do you have any physical conditions requiring special needs? ☐ Yes ☐ No If yes, please specify. _____

Do you have any dietary restrictions? ☐ Yes ☐ No If yes, please list: _____

Spouse Name (if attending) _____ Badge Nickname _____

Guest/Companion Name _____ Badge Nickname _____

Do you have any physical conditions requiring special needs? ☐ Yes ☐ No If yes, please specify. _____

Do you have any dietary restrictions? ☐ Yes ☐ No If yes, please list: _____

REGISTRATION FEES/ SIGN UP SHEET

DELEGATE NAME _____

REGISTRATION	PAY BY CHECK DISCOUNT	CREDIT CARD	TOTAL
Delegate Early Registration Fee (If paid by 2/28/14)	\$395	\$410	\$
Delegate Regular Registration Fee (If paid between 3/1/14 and 3/17/14)	\$465	\$490	\$
Delegate Late-Fax-In Registration Fee (If paid after 3/17/14)	\$495	\$510	\$
Spouse/Companion/Guest Registration Fee	\$275	\$285	\$
Ben Silver Seminar (Tuesday, April 29, 2014)	\$150	\$165	\$
Total Fees Due for Attendee:			\$
My company would also like to contribute to the Ben Silver Fund. I have enclosed a contribution of			\$

EARLY BIRD REGISTRATION DEADLINE – February 28, 2014

HOTEL SLEEPING ROOM DEADLINE – April 4, 2014

PROGRAM BOOK – March 17, 2014 for inclusion in the Official 44th Annual Industry Advancement Summit Program. Registrations received after this deadline will appear on the supplemental registration list available onsite at the Annual Summit.



Mail Registrations being paid by check to:

SHDA, 105 Eastern Ave., Suite 104, Annapolis, MD 21403-3300.

Make all checks payable to SHDA. Register online at www.shda.org

PAYMENT OPTIONS

GRAND TOTAL DUE: \$ _____

Enclosed is my check for \$ _____

Please make checks payable in U.S. dollars, to SHDA.
Mail to: SHDA, 105 Eastern Ave., Suite 104,
Annapolis, MD 21403.

NOTE: If you are paying by credit card, please consider paying online at shda.org for added security.

Please charge to my (check one):

☐ VISA ☐ MasterCard ☐ Discover ☐ AmEx

Account # _____

Exp. Date _____ Sec. Code _____

Name on card (please type or print) _____

Card Signature _____

TELEPHONE INQUIRIES (410) 940-6346

REGISTER BY FAX (410) 263-1659

REGISTER ONLINE www.shda.org

FOR OFFICE USE ONLY

Check Date _____

Check # _____ Invoice # _____

MANUFACTURER SUITE REGISTRATION FORM

44TH ANNUAL INDUSTRY ADVANCEMENT SUMMIT

Embassy Suites Hotel, Chicago-Downtown-Lakefront | Chicago, Illinois | April 29 – May 2, 2014

ALL RESERVATIONS
MUST BE MADE BY
MARCH 17, 2014

ALL RESERVATIONS MUST BE MADE BY: March 17, 2014

Associate Members must use this form to reserve their One-on-One Conference Suites. Manufacturers' Suites must be reserved as a three-night package. Additional nights may be added to accommodate individual travel plans. Be sure to reserve your accommodations through the SHDA Office no later than March 17, 2014. **You must also register as a delegate to the conference on page 5.**

Contact Name: _____ Name of person checking in onsite: _____

Company Name (as it should be listed in the Official Conference Program) _____

Company Address _____

City _____ State/Province _____ Zip/Postal Code _____

Country _____ Phone _____

Fax _____ Email _____

Name(s) of person(s) sharing accommodations: _____

Number of people in room: _____ Special requests: _____

If you would like your suite to be placed next to specific companies, please list them below. Requests are not guaranteed. _____

To avoid suite placement near your primary competitor(s), please list them below. Requests are not guaranteed. _____

Please indicate preference accommodations: ☐ Smoking ☐ Non-Smoking ☐ King ☐ Double/Double ☐ Handicap Access

Manufacturer Suite: \$1,113 single occupancy; \$1,191 double occupancy (price includes room & tax) 3 nights deposit required

Each additional night may be added at \$371 per night, single occupancy or \$397 per night, double occupancy.

<input type="checkbox"/> 3 nights lodging, single occupancy deposit @ \$1,113, check deposit	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 3 nights lodging, single occupancy deposit @ \$1,151, credit card payment	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 3 nights lodging, double occupancy deposit @ \$1,191, check deposit	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 3 nights lodging, double occupancy deposit @ \$1,232, credit card payment	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 4 nights lodging, single occupancy deposit @ \$1,484, check deposit	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 4 nights lodging, single occupancy deposit @ \$1,535, credit card payment	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 4 nights lodging, double occupancy deposit @ \$1,588, check deposit	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 4 nights lodging, double occupancy deposit @ \$1,642, credit card payment	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 5 nights lodging, single occupancy deposit @ \$1,985, check deposit	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 5 nights lodging, single occupancy deposit @ \$2,053, credit card payment	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 5 nights lodging, double occupancy deposit @ \$2,382, check deposit	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 5 nights lodging, double occupancy deposit @ \$2,463, credit card payment	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 6 nights lodging, single occupancy deposit @ \$2,226, check deposit	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 6 nights lodging, single occupancy deposit @ \$2,302, credit card payment	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 6 nights lodging, double occupancy deposit @ \$2,779, check deposit	Arrival Date: _____	Departure Date: _____
<input type="checkbox"/> 6 nights lodging, double occupancy deposit @ \$2,874, credit card payment	Arrival Date: _____	Departure Date: _____

Your package price includes room and tax only - incidentals are on your own. Suite cancellations and full refunds will be honored until Monday, March 17, 2014. Suite cancellations after this date will not be refunded unless due to a medical emergency provided in writing to SHDA Headquarters. As a courtesy, please notify SHDA if you plan to check out before Friday, May 2nd. Partial refunds will not be provided unless due to a medical emergency provided in writing to SHDA Headquarters. **Check-In: 3:00 p.m. – Check-Out: 12:00 Noon.**

NOTE: If you are paying by credit card, please consider paying online at shda.org for added security.

Credit Card: ☐ American Express ☐ Visa ☐ MasterCard ☐ Discover

Cardholder's Name: _____ Expiration Date: _____ Security Code: _____

Credit Card #: _____

I, _____, give authorization to SHDA Headquarters to charge my credit card.

Signature: _____ Phone: _____



Mail registrations being paid by check to: SHDA Headquarters, 105 Eastern Ave., Suite 104, Annapolis, MD 21403 Fax: 410-263-1659 Questions? Call 410-940-6346

HOTEL INFO

EMBASSY SUITES CHICAGO - DOWNTOWN/LAKEFRONT

511 North Columbus Drive, Chicago, IL 60611
Tel: 1-312-836-5900 Fax: 1-312-836-5901

The Embassy Suites Chicago Downtown - Lakefront Hotel is located in the heart of downtown Chicago between Navy Pier and the prestigious shops of Michigan Avenue — the Magnificent Mile. This full-service upscale all-suite hotel is walking distance from Water Tower Place, the Chicago Loop business district, the Hancock Center, Northwestern Memorial Hospital, the Sears Tower, the Chicago River, American Girl Place, the beaches of Lake Michigan, Loyola University and the University of Chicago - Graduate School of Business.

The Art Institute of Chicago, the Shedd Aquarium, the Field Museum of Natural History, Rush Street, Soldier Field Stadium, home of the Chicago Bears, Wrigley Field, home of the Chicago Cubs, the Lincoln Park Zoo, the United Center, home of the Chicago Bulls and the Chicago Blackhawks, McCormick Place and the Chicago Merchandise Mart are all just a short taxi ride away.

Guests of the Embassy Suites Chicago Downtown - Lakefront hotel stay in spacious two-room suites and receive a complimentary cooked-to-order breakfast and a nightly manager's reception. High-speed internet access is available throughout the hotel.

It is vitally important that you reserve your accommodations at the Embassy Suites Chicago Downtown Lakefront. SHDA is contractually obligated to fill our room block and may be exposed to significant financial liability should our members fail to support this room block.

If you are an Associate (Manufacturer) Member and you are reserving your company's One-on-One Suite, please fill out the Associate Member One-on-One Reservation Form on the previous page.

HOTEL AMENITIES

CHECK-IN: 3:00 PM | CHECK-OUT 12:00 PM

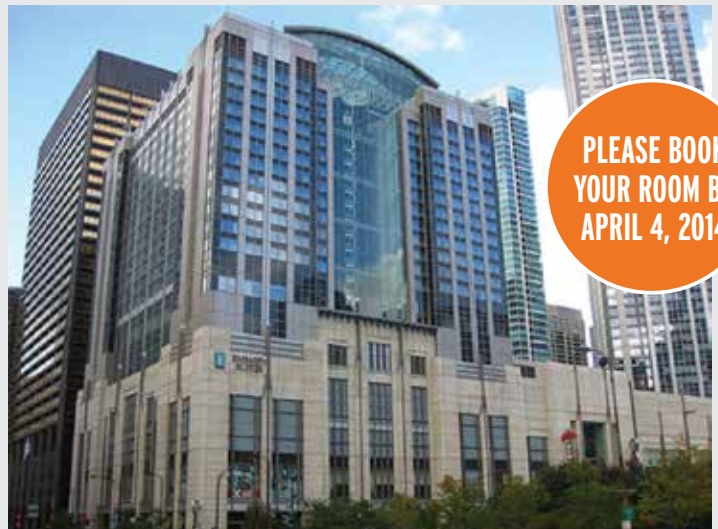
For your business convenience, the following are available: Audio/Visual Equipment Rental, Business Center, Express Mail, Fax, Meeting Rooms, Modem, Notary Public, Office Rental, Photo Copying Service, Printer, Secretarial Service, and Video Conferencing Available.

For your comfort and convenience, the following are available: Automated Teller (ATM), Baggage Storage, Beverage Area (Complimentary), Breakfast Area (Complimentary), Coin Laundry, Concierge Desk, Elevators, Gift Shop, Laundry/Valet Service, Local Area Transportation, Lounge, Luggage Hold, Multi-Lingual Staff, On-site Convenience Store, Room Service and Safety Deposit Box.

For your fitness and recreation convenience, the following are available: Fitness Room and Pool

HOTEL & LOCAL DINING

Room Service is available. Nearby restaurants include: Volare', RIVA, Co Co Pazzo, Nui, Hugos Frog Bar and Gibsons Steakhouse



PLEASE BOOK
YOUR ROOM BY
APRIL 4, 2014



RESERVE YOUR ACCOMMODATIONS

If you are reserving a sleeping room only (not a company One-on-One Suite), please phone or fax your sleeping room reservation directly to the Embassy Suites. Make certain that you mention that you will be attending the SHDA Conference to receive the special SHDA room rate:

Single Room Rate: \$277, plus state and local taxes

Double Room Rate: \$297, plus state and local taxes

Triple Room Rate: \$317, plus state and local taxes

Quad Room Rate: \$337, plus state and local taxes

GETTING THERE:

Chicago O'Hare International

(flight information available at www.ohare.com)

Distance from hotel: 17 miles

Drive time: 40 minutes

Directions: I-90/94 East. Exit @ Ohio Street. Turn right onto Orleans Street and proceed 2 blocks. Turn left onto Illinois Street and proceed 10 blocks to Columbus Drive. Hotel is at intersection of Illinois and Columbus.

Subway/Rail \$2.50 USD

Taxi \$50.00 USD

Midway Airport

(flight information available at www.chicago-mdw.com)

Distance from hotel: 12 miles

Drive time: 20 minutes

Directions: Cicero Ave to I-55 North to Lake Shore Drive (Hwy 41 North). Exit Grand Ave (Navy Pier exit). Proceed two blocks and look for hotel on left. Hotel parking is before intersection of Grand Ave and Fairbanks.

Subway/Rail \$2.50 USD

Taxi: \$40 USD



105 Eastern Avenue
Suite 104
Annapolis, MD 21403-3300
www.shda.org

PARTNERS IN PROGRESS



44TH ANNUAL INDUSTRY ADVANCEMENT SUMMIT

EMBASSY SUITES CHICAGO >> DOWNTOWN/LAKEFRONT
>> CHICAGO, IL >> APRIL 29 - MAY 2, 2014

NETWORKING:

SHDA's Annual Conferences are considered the best networking opportunity in the industry. The 44th Annual Industry Advancement Summit will be no exception, as SHDA strives to combine education and industry development with relationship building and fun. With a Welcome Reception, two nights of Networking Receptions, Hospitality Suites and several Networking Breakfasts and Luncheons, there will be plenty of chances to enhance your business relationships. Whether you're in a business session, a cocktail reception or simply sharing a ride in the elevator, you will come away knowing that you have met with many of your dealers or suppliers without the cost or hassle of hours of travel time. SHDA's 44th Annual Industry Advancement Summit will bring you together conveniently and affordably.

SHDA receptions, hospitality suites and cocktail parties are casual affairs. Networking receptions will feature light hors d'oeuvres and an open bar. Hospitality Suites will feature a beer and wine open bar.

NETWORKING OPPORTUNITIES:

WELCOMING RECEPTION

Tuesday, April 29, 2014 >> 5:30 pm – 7:00 pm

SHDA NETWORKING COCKTAIL RECEPTIONS

Wednesday, April 30, 2014 >> 6:00 pm – 7:00 pm

Thursday, May 1, 2014 >> 6:00 pm – 7:00 pm

SHDA NETWORKING LUNCHEONS

Wednesday, April 30, 2014 >> 12:00 pm – 1:20 pm

Thursday, May 1, 2014 >> 12:00 pm – 1:20 pm

SHDA HOSPITALITY SUITES

Tuesday, April 29, 2014 >> 9:00 pm – 11:00 pm

Wednesday, April 30, 2014 >> 9:00 pm – 11:00 pm

Thursday, May 1, 2014 >> 9:00 pm – 11:00 pm