

CALIFORNIA'S ANNUAL TRAINING CONFERENCE

By: Roy Harmon, RSVA Board Member

The 2013 Annual Vendor Training Program got underway in Sacramento at the Holiday Inn on November 1, 2013. California utilizes a CVPC subcommittee of approximately 7-10 vendors each year to work with training staff and administration in planning the conference and the extra-curricular activities.

On Friday at 12:00 noon, registration opened for the vendors attending this year's training. From 12:00 to 2:30 p.m., during the registration process, vendors were greeted by several brokerage firms presenting new products and equipment. "Goody Bags" were provided for vendors during registration by the Atnip Corporation. Joe Rogan, RSA Buyers Group, was able to meet individually with vendors and help sign them up for their rebate program.

The training session began promptly at 2:30 p.m. with a presentation by James Swift, a financial consultant with Charles Swab. Mr. Swift discussed in detail the various retirement plans available including IRAs, SEP-IRAs, and 401ks. Throughout the conference, vendors had made personal appointments with a representative from Prudential Financial Services, as vendors are participants in a group retirement program with Prudential as well.

The remaining part of the day contained presentations by BEP staff and administration, disclosing the health of the California BEP Program and vendor earnings, etc.

For the evening entertainment, the training subcommittee had planned “Karaoke Night” in the Hospitality Suite and a good time was had by all who attended.

Following a program breakfast, Saturday’s program included an Apple presentation, a DOR/BEP report, and healthy trends in vending. The luncheon speaker was Urban Miyares, who gave a presentation on how to effectively build and market your business.

How to Hire and Dismiss Employees was presented by Dr. Sharyn Gardener, an Associate Professor of Management at Sacramento State University. A Deputy Labor Commissioner with the Division of Labor Standards Enforcement then gave a presentation on “Labor Law” and provided necessary materials that vendors must post for employees.

The classes ended with two video presentations; one was titled “The Pickle” and the other “How to Connect in Business in 90 Seconds or Less”.

The day ended with a Dinner Banquet for the vendors, followed by an auction to raise funding for events at the Annual Conference.

Following Sunday breakfast, Gene Romagna, an independent business consultant, gave an excellent presentation on progressive advanced management processes, skills, and techniques for BEP business owners.

The California Vendors Policy Committee used the remaining morning time on presenting their Committee updates and subcommittee reports.

The conference ended at noon on Sunday to allow time for vendors to travel back home throughout the state. There were lots of comments that this year's educational presentations were outstanding and most vendors appreciated the efforts of everyone involved.

Vendors also had "off-time" opportunities to meet with Nicky Gacos, NABM President, and Dan Sippl, RSVA President, and Ron Eller, RSVA 1st Vice-President to discuss R-S issues and to learn more about the national vendor organizations.