

# FCICA CONVENTION 2019



**STAYING  
SHARP**

**FCICA**



## **37th Annual Convention & Commercial Flooring Trade Show**

March 26-28, 2019 • Pre-Convention events on March 25, 2019  
El Conquistador, Tucson, AZ

Register online at [www.fcica.com/annual-convention](http://www.fcica.com/annual-convention)

**3** DAYS TO **CIM**  
TUCSON

## **3 Days to CIM Tucson**

March 23-25, 2019 • El Conquistador, Tucson, AZ

Register online at [www.fcica.com/3-days-cim](http://www.fcica.com/3-days-cim)

## PROGRAM AT A GLANCE

### Saturday, March 23, 2019

#### 3 DAYS TO CIM

8:00 am – 4:30 pm  
**3 Days to CIM - Includes breakfast and lunch**

### Sunday, March 24, 2019

#### 3 DAYS TO CIM

9:00 am – 5:00 pm  
**3 Days to CIM - Includes breakfast and lunch**

### Monday, March 25, 2019

#### 3 DAYS TO CIM AND AN EL CONQUISTADOR ADVENTURE

8:30 am – 4:00 pm  
**3 Days to CIM - Includes breakfast and lunch**

10:00 am – 4:00 pm  
**Optional Event - Golf the Cañada Course - \$76**

12:00 pm – 1:00 pm  
**Optional Event - Spa Lunch - \$55**  
(price does not include spa treatment)

1:00 pm – 3:00 pm  
**Optional Event - Saddle Up Horseback Riding Tour - \$68**

4:00 pm – 6:00 pm  
**CIM Caucus**  
(CIMs only)

6:00 pm – 8:00 pm  
**3 Days to CIM Graduation Dinner**  
(invite only)

### Tuesday, March 26, 2019

#### COMMITTEE MEETINGS

7:30 am – 4:30 pm  
**Registration**

8:00 am – 9:45 am  
**Associates Committee Meeting with Breakfast**

8:00 am – 9:45 am  
**Attendee Breakfast**

10:00 am – 12:00 pm  
**Education Committee Meeting**

10:00 am – 2:45 pm  
**Optional Event - Cacti & Critters - \$159**

12:15 pm – 1:45 pm  
**CIM Steering Committee Meeting with Lunch**  
(invite only)

12:15 pm – 1:45 pm  
**Attendee Networking Lunch**

2:00 pm – 4:00 pm  
**Membership Committee Meeting**

4:30 pm – 5:30 pm  
**Successors Task Force Meeting**  
(invite only)

6:30 pm – 8:30 pm  
**Welcome Reception**

### Wednesday, March 27, 2019

#### COMMERCIAL FLOORING TRADE SHOW

7:30 am – 4:00 pm  
**Registration**

8:00 am – 9:00 am  
**Attendee Breakfast**

9:15 am – 10:00 am  
**Opening Session**

10:00 am – 11:00 am  
**Keynote Speaker**

11:00 am – 11:30 am  
**Break**

11:15 am – 1:00 pm  
**Trade Show set up**

11:30 am – 12:30 pm  
**Session 1: Mind Blowing Leadership**

11:00 am – 4:00 pm  
**Optional Event - Biosphere 2 with lunch at Harvest - \$199**

12:15 pm – 1:45 pm  
**Attendee Lunch**

12:30 pm – 1:45 pm  
**Contractor Town Hall and Lunch**  
(Contractors only)

2:00 pm – 6:00 pm  
**Commercial Flooring Trade Show**  
(with happy hour 5 – 6 pm)

6:00 pm – 7:00 pm  
**Interactive product demonstrations**

6:00 pm – 7:00 pm  
**Trade Show tear down**

7:30 pm – 10:30 pm  
**Choose your dinner adventure**  
(Culinary Dropout, El Charro, or Epazote)


### Thursday, March 28, 2019

#### EDUCATIONAL OPPORTUNITIES

7:00 am – 9:00 am  
**Trade Show tear down**

7:30 am – 4:00 pm  
**Registration**

8:00 am – 9:00 am  
**Attendee Breakfast**

8:00 am – 9:00 am  
  
**Successor Breakfast**  
(All attendees 40 and younger)


9:15 am – 10:00 am  
**Business Meeting**

10:00 am – 2:00 pm  
**Optional Event - Scents of the Desert - \$79**

10:00 am – 10:15 am  
**Break**

10:15 am – 11:15 am  
**Session 2: What's New with Tools**

11:15 am – 11:30 am  
**Break**

11:30 am – 12:45 pm  
  
**Session 3: Building Relationships**

12:45 pm – 2:00 pm  
**Attendee Lunch**

12:45 pm – 2:00 pm  
**Contractor Meeting and breakout with Lunch**

2:00 pm – 3:00 pm  
**Session 4: ASTM 3191 and Concrete Porosity**

3:00 pm – 3:30 pm  
**Break and Silent Auction Close**

3:30 pm – 4:45 pm  
**Session 5: Acting on Contractual Obligations**

6:00 pm – 9:00 pm  
**Closing Dinner**

### Friday, March 29, 2019

8:00 am – 10:30 am  
**Board of Directors and Wrap-up Breakfast Meeting**  
(invite only)



## Location and Accommodations

### El Conquistador Tucson

10000 North Oracle Road, Tucson, AZ 85704

Discover a desert oasis. Lush desert terrain, tropical drinks and southwestern décor welcome your arrival to the foothills of the Santa Catalina Mountains. Guests will enjoy:

- Newly remodeled guest rooms, suites & casitas
- 5 outdoor swimming pools featuring a 143-foot waterslide, kids' pool, hot and cold jetted tubs and adult-only pool
- Four restaurants with a variety of Southwest-style dining options
- On-site Elements Spa with a variety of massages and wraps
- Miles of equestrian, birding and hiking trails at Catalina State Park and Coronado National Forest.
- Recipient of 34 consecutive AAA 4-Diamond Awards

FCICA has reserved blocks of rooms for the group rate of \$189 (single or double occupancy) plus tax per night. Room block rate is subject to availability; reservations must be made by **February 28, 2019**. Reserve your room by calling 1-888-370-0980 and referencing group code FCICA, or by using the link on the FCICA website and entering group code FCICA.



Breakfast and lunch provided each day.  
Additional Registration and Program Costs.



### Saturday, March 23, 2019

8:00 am – 4:30 pm

**Module 1:** Utilizing the Estimate

**Module 2:** Planning the Job

**Module 3:** Understanding Contractual Obligations

### Sunday, March 24, 2019

9:00 am – 5:00 pm

**Module 4:** Scheduling and Assigning Resources for Installation

**Module 5:** Managing On-site Conditions

**Module 5a:** Managing Materials on the Jobsite

**Module 6:** Managing Change Orders On-site

### Monday, March 25, 2019

8:30 am – 4:00 pm

**Module 7:** Financial Management: Budget vs. Actual

**Module 7a:** Handling Claims on the Jobsite

**Module 8:** Closing out the Job

4:00 pm – 6:00 pm

**CIM Caucus**

6:00 pm – 8:00 pm

**Graduation dinner with FCICA Council** (Invite only)



# FCICA CONVENTION SCHEDULE

## Monday, March 25, 2019 AN EL CONQUISTADOR ADVENTURE

10:00 am - 4:00 pm

### Optional Event:

#### Golf at Cañada Course - \$76

Make sure to bring your camera when you visit the Cañada Course, which boasts stunning mountain views from all holes. Play through saguaro capped hillsides surrounded by natural desert terrain, and enjoy manicured fairways and spectacular views of the Catalina Mountains and desert wildlife. Shuttle service will be provided to and from the course. Rental clubs are available for \$40 and you will be responsible for arranging the rental with the golf pro. Cost is \$76. Tee times starting at 10 am.

12:00 pm - 1:00 pm

#### Optional Event: Spa Lunch - \$55

Join fellow attendees for lunch at Elements Wellness Center, located on the grounds of El Conquistador. FCICA attendees will receive 15% off any spa treatment scheduled before or after lunch. We invite you to schedule a relaxing treatment (additional cost) or enjoy the LifeFitness® workout center and dry sauna (within Elements), and the resort's pools, whirlpool and cold plunge. To view a listing of spa treatments go to [www.fcica.com/convention-tours](http://www.fcica.com/convention-tours), and view the spa write up. Cost is \$55 (price does not include spa treatment.) Lunch will be provided at noon.

1:00 pm - 3:00 pm

#### Optional Event: Saddle Up Tour - \$68

Enjoy a distinctively Western experience with a horseback ride through desert terrain. Wranglers from All Around Trail Horses will guide us on a 1.5 hour trail ride. Beginners are welcome. Please wear appropriate clothing and shoes for horseback riding. Transportation to and from El Conquistador is included. Afternoon times will be assigned. Cost is \$68, gratuities appreciated for Wranglers.

4:00 pm - 6:00 pm

#### CIM Caucus

CIMs only. We encourage all CIMs to come and meet the newest CIM graduates and join in on an open discussion to talk about on the job experiences and how your company is involving you, now that you have the CIM designation. You are also invited to stay for drinks and dinner immediately following this event from 6 to 8pm.

## Tuesday, March 26, 2019 COMMITTEE MEETINGS

7:30 am - 4:30 pm

#### Registration

8:00 am - 9:45 am

#### Associates Committee Meeting with Breakfast

This meeting is open to all associate members of FCICA. If a vote takes place, only one vote per company will be permitted.

8:00 am - 9:45 am

#### Attendee Breakfast

10:00 am - 12:00 pm

#### Education Committee Meeting

10:00 am - 2:45 pm

#### Optional Event - Cacti & Critters - \$159

Join us for a docent guided walking tour of The Arizona-Sonora Desert Museum, a 98-acre fusion experience of zoo, aquarium, botanical garden and natural history museum. The Museum is regularly listed as one of the top ten zoological parks in the world due to its unique approach in interpreting the complete natural history of a single region (in this case the Sonoran Desert and adjacent ecosystems.) Not a "museum" in the usual sense, it is an unparalleled composite of plant, animal, and geologic collections with the goal of making the Sonoran Desert accessible, understandable, and valued. Lunch will be held at the Ocotillo, a restaurant on site that focuses on locally sourced ingredients to create regional southwest cuisine; this is a true Arizona experience not to be missed. Suggested attire: casual clothing appropriate for weather, closed-toed shoes, hat, sunglasses, and sunscreen are recommended. Cost is \$159

12:15 pm - 1:45 pm

#### CIM Steering Committee Meeting with Lunch

Invite only

12:15 pm - 1:45 pm

#### Attendee Networking Lunch

2:00 pm - 4:00 pm

#### Membership Committee Meeting

4:30 pm - 5:30 pm

#### Successors Task Force Meeting

Invite Only

6:30 pm - 8:30 pm

#### Welcome Reception

## Wednesday, March 27, 2019 COMMERCIAL FLOORING TRADE SHOW

7:30 am - 4:00 pm

#### Registration

8:00 am - 9:00 am

#### Attendee Breakfast

9:15 am - 10:00 am

#### Opening Session

10:00 am - 11:00 am

#### Keynote Session - Mindful Productivity: Make More Time, Get More Done, Earn More Money, and Have More Fun

*Presented by Theresa Rose*

The weekly planners. The productivity apps. The overstuffed calendars, stacks of lists, and endless obligations that are coming out the wazoo. There's just too much to do, and time keeps on slipping, slipping, slipping away from you. What would it be like if you could make more time? What would you do with it? Imagine not only how much more you could get done, but who knows? You could even carve out a little bit of time for yourself every once in a while. You can become a master of your time instead of its servant. Learn how to make more space in your calendar — and in your life — so you can pay better attention to yourself, your relationships, and your work.

11:00 am - 11:30 am

#### Break

11:15 am - 1:00 pm

#### Trade Show Set Up

11:30 am - 12:30 pm

#### Session 1 - Mind-Blowing Leadership

*Presented by Theresa Rose*

Deadlines are looming. Productivity is plummeting. Expenses are at an all-time high. Your people are tired and might be looking for better opportunities. Leaders of today must engage their teams in a new way if they are expected to retain the best talent and stay ahead of the competition. The best leaders create the space and time to lead with greater focus. Improved presence. Stronger influence. Better bottom-line results. Make the smartest decisions that have the greatest POW factor. Coach your team to previously-unimagined levels of performance. And most importantly, leave work at work.

11:00 am - 4:00 pm

#### Optional Event - Biosphere 2 with lunch at Harvest - \$199

Biosphere 2 is an American Earth system science research facility located in Oracle, Arizona. It has been owned by the University of Arizona since 2011. Its mission is to serve as a center for research, outreach, teaching, and lifelong learning about Earth, its living systems, and its place in the universe. Our adventure starts at a farm-to-table restaurant, Harvest, where attendees will sample appetizers, choose an entrée and enjoy a dessert before continuing the journey to Biosphere 2. Biosphere 2 ecosystems include a tropical rainforest,

### CERTIFIED INSTALLATION MANAGER PROGRAM AND CEUS

Those working on their Certified Installation Manager CEUs will receive a maximum of 7 credits by attending FCICA's educational sessions 1 - 5, both demonstrations, and the Commercial Flooring Trade Show at Convention 2019. Don't forget to enter the CIM codes into your app and turn in your trade show card to receive your credits!

the savannah grasslands, the ocean, and the amazing lungs that help the Biosphere system breathe. At Biosphere 2, our group will have the unique experience to talk with Linda Leigh, one of the original Biospherians, take part in a behind the scenes docent-led guided walking tour and have time for exploring the exhibits and shops on site. This is an opportunity of a lifetime and Kim's favorite tour. Suggested attire: casual clothing appropriate for weather, closed-toed shoes, hat, sunglasses, and sunscreen are recommended.

12:15 pm - 1:45 pm  
**Attendee Lunch**

12:30 pm - 1:45 pm

### Contractor Town Hall

Contractors only. All registered contractor attendees are invited to discuss attracting and retaining employees, the need and importance of educating and training, and how to best utilize available resources.

2:00 pm - 6:00 pm

### Commercial Flooring Trade Show (with happy hour 5 - 6 pm)

The only trade show dedicated to the commercial flooring industry, now including a Happy Hour from 5 - 6 pm. Meet with technical representatives from leading commercial flooring manufacturers and service providers to learn about new products and solutions. View product marketing materials for premier exhibitors via the AttendeeHub mobile app. An up-to-date list of exhibitors, as well as more details about the trade show, are available at [www.fcica.com/trade-show](http://www.fcica.com/trade-show). Note: Each contractor attendee will receive a trade show card in their registration packet. These cards will be used to collect stickers when visiting each exhibitor. Everyone who collects 70% or more of the exhibit booth stickers will be entered into a drawing for a chance to win one of five (5) \$100 prizes. CIMs must return their cards, regardless of how many stickers they've collected, to receive credit for attending the trade show. CIMs exhibiting at the trade show are not eligible for this credit opportunity.

6:00 pm - 7:00 pm

### Interactive Product Demonstrations

- 6:00 - 6:30 pm: Loba-Wakol
- 6:30 - 7:00 pm: Metropolitan/Evoke Flooring

Thank you to Fishman Flooring Solutions for protecting the demonstration areas.

6:00 pm - 7:00 pm

### Trade Show Tear Down

7:30 pm - 10:30 pm

### Choose your dinner adventure

New this year, we are providing three (3) dinner options for Wednesday evening after the trade show. These dinner options are included in your attendee registration fee. Make your selection when registering.

### Option #1 - Successor Sponsored - Culinary Dropout



All are welcome to join the Successors for this fun experience. Culinary Dropout serves classic meals done right. With crowd favorites like pretzel bites and provolone fondue, their famous fried chicken drizzled with honey, you'll want to taste everything. Thirsty? Wash it all down with an ice-cold draft beer or a killer house-made cocktail. And don't forget to stick around for games and free live music with a laid-back vibe. Culinary Dropout is for anyone who loves damn good food and drinks. FCICA will provide transportation, food stations and seating in the patio lounges area. Drinks are on your own.

### Option #2 - El Charro - Oro Valley

Established in 1922 by Tia Monica Flin, El Charro Café of Tucson, Arizona is The Nation's Oldest Mexican Restaurant in continuous operation by the same family. El Charro has become one of the most critically acclaimed restaurant brands in the USA with features in Bon Appétit, Gourmet Magazine, USA Today, The NBC Today Show, Parade Magazine, the NY and LA Times and most recently; The NY Post. Featuring Sonoran and innovative Tucson-style Mexican food, FCICA will provide transportation, menu options and group seating. Drinks are on your own.

### Option #3 - Epazote - Stay at El Conquistador for a more relaxing evening.

Chef Joshua Willett scours the local area daily in search of the finest ingredients for his Southwest-infused menu. Combine the inspired dishes with Epazote's spectacular setting with breathtaking views of the 5,300-ft cliffs of Pusch Ridge, for the

ultimate Southwestern dining experience. FCICA will provide menu options and seating on the patio. Drinks are on your own.

## Thursday, March 28, 2019 EDUCATIONAL OPPORTUNITIES

7:00 am - 9:00 am

### Trade Show Tear Down

7:30 am - 4:00 pm

### Registration

8:00 am - 9:00 am

### Attendee Breakfast

8:00 am - 9:00 am

### Successor Breakfast

All registered attendees who are 40 and younger are invited to this networking breakfast.

9:15 am - 10:00 am

### Business Meeting

10:00 am - 2:00 pm

### Optional Event - Scents of the Desert - \$79

In this fun, interactive and engaging activity, participants will learn about healthy organic skin care while creating their own custom gift set derived from scents of the desert. Each participant will select a fragrance combination with personal appeal and blend it into an array of organically made skin care products. This program will be conducted by Owner/Artist Paula Morris of Sweet P's Desert Essence Fragrance Collection and will be held on site at El Conquistador and includes lunch. Cost is \$79.

10:00 am - 10:15 am

### Break

10:15 am - 11:15 am

### Session 2 - What's New with Tools

*Presented by Nick Jannett, Tools 4 Flooring and Corey Dickerson, Wolff*

Come and join us as we will discuss some of the new and exciting tools on the market and review some of current tools that some may not be familiar with.

11:15 am - 11:30 am

### Break

## YOUTH ON THEIR OWN CHARITY

FCICA and the Successors invite you to join us in supporting Youth On Their Own, a Tucson-based dropout prevention agency. Ten percent of all raffle ticket sales will be donated to YOTO. We will also be collecting non-perishable food items, personal hygiene products, new undergarments, and gift cards at registration. Visit [www.fcica.com/convention-charity](http://www.fcica.com/convention-charity) for a list of suggested donations and more information about the charity.

Youth On Their Own (YOTO) is a dropout prevention program that supports the high school graduation and continued success of homeless, unaccompanied youth in Pima County. The organization was founded in 1986 when Ann Young, a guidance counselor in the Amphitheater School District, noticed that talented and motivated students were dropping out of school due to homelessness and being forced to live on their own without a parent or guardian. Inspired by the students' tenacity and willingness to stay in school, other school counselors, teachers, volunteers, and community members came together to form YOTO with the goal of helping students graduate.

Youth On Their Own's program focuses on three components - financial assistance, basic human needs, and guidance - to ensure that homeless youth have the resources necessary to stay in school and graduate.



# FCICA CONVENTION SCHEDULE

11:30 am – 12:45 pm

## Session 3 – Building Relationships



Moderated by *Spencer Luallen, Roppe Holding Company. Panelists include*

*Pat Kelly, Synergy Flooring; Brent Fike, Roppe Holding Company; Ric Pleis, Floor Connection Inc.; and Daniel Ortiz-Bacon, CIM, Allstate Floors and Construction, Inc.*

Some of the most important relationships on a job site are with the general contractor and the project owner, as well as relationships with product sales and technical representatives. Hear from across generations how FCICA members develop and maintain professional relationships.

12:45 pm – 2:00 pm

## Attendee Lunch

12:45 pm – 2:00 pm

## Contractor Meeting Breakout with Lunch

After the meeting, there will be a brief breakout for concerns specific to contractors. Business owners regularly confront risks regarding whether the individuals providing services at the business owner's

request are employees or independent contractors. The laws are rapidly evolving, and it is often unclear which category applies. Sloan Bailey, founding member of Bailey Law Partners LLP and legal counsel for FCICA, will discuss the issues and recent cases defining the problems and point out solutions.

2:00 pm – 3:00 pm

## Session 4 – ASTM 3191 & Concrete Porosity

*Presented by Kevin Phillips, Mats Inc. and Amy Johnston, CIM, Flooring Services, Inc.*

Concrete porosity has a massive effect on your projects. The new and very simple ASTM porosity test method is to be explained, along with why you need to perform it and its effect on flooring adhesives. When and how it should be implemented into your schedule to save cost and mitigate risk.

3:00 pm – 3:30 pm

## Break and Silent Auction Closes

3:30 pm – 4:45 pm

## Session 5 – Acting on

## Contractual Obligations

*Presented by Sloan Bailey, Bailey Law Partners LLP*

FCICA's Legal Counsel Sloan Bailey will continue our CIM education track, expanding on Module 3 – Understanding Contractual Obligations. Sloan will cover legal obligations associated with jobsite disputes, claims, litigation, and more.

6:00 pm – 9:00 pm

## Closing Reception & Dinner

Join us for a true western experience at The Last Territory. On the grounds of El Conquistador, attendees will literally walk into the sunset and end up at a western saloon, receive a beer from a beer burro and test your skills at quick draw. Don't miss the ending of another great event. Cost of this dinner is included in your registration fee; just let us know you plan to attend.

## Friday, March 29, 2019

8:00 am – 10:30 am

## Board of Directors and Wrap-up Breakfast Meeting

Invite only

### FCICA Platinum Sponsors (as of 12-7-18)

ARDEX Americas	Metropolitan/Evoke Flooring
Artistic Finishes, Inc.	Michael Halebian & Co., Inc.
Bona US	nora systems, Inc.
Bostik, Inc.	Novalis International
Capri Collections	Professional Flooring Supply
Construction Specialties, Inc.	Protect-All Flooring
Custom Building Products	RFMS
CustomTech	Roberts Consolidated, Inc.
Federated Insurance	Roppe Holding Corporation
Fuse Commercial Flooring Alliance	Schönox HPS North America
GCP Applied Technologies	Shaw Industries
Gondola Train	Spartan Surfaces
Greater New York Floor Coverers Association, Inc	Sponge Cushion
H.B. Fuller Construction Products	Spray-Lock, Inc.
KOSTER American Corporation	STAUF USA Adhesives, LLC
Leister Technologies	Tarkett
Loba-Wakol, LLC	Tek Stil Concepts, Inc.
M-D Pro	TRAXX Corporation
MAPEI Corporation	UZIN, A Brand of Uzin Utz
Metroflor Corporation	XL North Chemical Co.

### FCICA Gold Sponsors (as of 12-7-18)

Allied Construction Technologies
Centaur Floor Systems
Chilewich Sultan LLC
Commercial One
Gerflor
INSTALL
Laticrete International, Inc.
LATICRETE SUPERCAP LLC
Sika Corporation
Starnet Worldwide Commercial Flooring
Tramex Ltd.
Wagner Meters
Wolff

### Commercial Flooring Trade Show Exhibitors (as of 12-7-18)

Advanced Adhesive Technologies	Metropolitan / Evoke Flooring	Sz15 Logistics
AHSG (dba) Commercial One	Roppe Holding Company	Tarkett
Bona US	Schönox – HPS North America	Tek Stil Concepts, Inc.
Bostik, Inc.	Sika Corporation	TrimSolutions, LLC
Lititz Flooring Company	Spray-Lock, Inc.	UZIN Utz North America
Loba-Wakol, LLC	STAUF USA Adhesives, LLC	



# REGISTRATION FORM



Name \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/State/Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Cell # \_\_\_\_\_  
 Email \_\_\_\_\_  
 Spouse/Companion \_\_\_\_\_  
 Spouse Email/Cell # \_\_\_\_\_

Please describe any dietary requirements or special assistance needed:  
 \_\_\_\_\_

### Cancellation Policy:

No refunds after March 8, 2019 will be accepted. A 50% cancellation fee will apply to all registration refunds requested prior to March 7, 2019. All cancellations must be made in writing. No refunds will be made for no-shows. Registration fees are not deductible as charitable contributions. Registration fees may be deductible as ordinary or necessary business expenses. Consult your tax advisor for more information.

### Note:

Hotel reservations can be made by calling El Conquistador Tucson at 1-888-370-0980 by February 28, 2019 or until the block is full. Be sure to mention FCICA for the room block rate!

### Questions:

Is this your first FCICA convention?  
 Yes  No

Are you an Installation/Project Manager?  
 Yes  No

Are you 40 and Younger?  
 Yes  No

If yes, provide date of birth  
 \_\_\_ / \_\_\_ / \_\_\_

Will you be attending committee meetings on 3/26/19?  
 Yes  No

Dinner selection on 3/27/19:  
 Option 1 - Culinary Dropout  
 Option 2 - El Charro  
 Option 3 - Epazote  
 No Dinner

Will you be attending closing dinner on 3/28/19?  
 Yes  No

Register with this form or online at:

FCICA  
 7439 Millwood Drive  
 West Bloomfield,  
 Michigan 48322  
 Phone: 248-661-5015  
 Fax: 248-661-5018  
 Web Site: www.fcica.com

## REGISTER BY JANUARY 18, 2019 AND SAVE!

	Prior to Jan 18, 2019	After Jan. 19, 2019	Amount
Trade Show Exhibitor	\$884	\$984	_____
Member	\$774	\$874	_____
Additional Company Rep	\$574	\$674	_____
Successor (40 and younger)	\$524	\$624	_____
Spouse/Companion*	\$474	\$574	_____
Certified Installation Manager	\$504	\$604	_____
1st Time Successor (40 and younger)	\$499	\$599	_____
Non-Member	\$954	\$1,054	_____

Call the office at 248-661-5015 for one-day rates

\*Spouse/Companion registration includes all meals and breaks including Wednesday night dinner. To access educational opportunities you must be registered as an attendee.

## 3 Days to CIM

	Event Cost	# Attending	Amount
3 Days to CIM, March 23-25	\$100	_____	_____

Registration for 3 Days to CIM must be made prior to March 8, 2019 and does not include the CIM program cost.

## Optional activities

	Ticket Price	# Attending	Amount
<b>MONDAY, MARCH 25, 2019</b>			
<input type="checkbox"/> Golf the Cañada Course	\$76	_____	_____
<input type="checkbox"/> Spa Lunch	\$55	_____	_____
<input type="checkbox"/> Saddle Up Horseback Riding Tour	\$68	_____	_____
<b>TUESDAY, MARCH 26, 2019</b>			
<input type="checkbox"/> Cacti & Critters	\$159	_____	_____
<b>WEDNESDAY, MARCH 27, 2019</b>			
<input type="checkbox"/> Biosphere 2 with Lunch at Harvest	\$199	_____	_____
<b>THURSDAY, MARCH 28, 2019</b>			
<input type="checkbox"/> Closing dinner guest	\$200	_____	_____
<input type="checkbox"/> Help support FCICA - purchase 50-50 Tickets**	(1 for \$25/5 for \$100 27 for \$500/65 for \$1,000)	_____	_____
<b>TOTAL AMOUNT DUE</b>			_____

\*\*This year, 10% of our raffle ticket proceeds will go to Youth On Their Own, a dropout prevention agency based in Tucson

Check  American Express  Mastercard  Visa  Discover  
 Account Number \_\_\_\_\_  
 Signature \_\_\_\_\_  
 Expiration Date \_\_\_\_\_ Security Code \_\_\_\_\_  
 Name on Card \_\_\_\_\_