



2018 SHOW SCHEDULE

MONDAY

ROOM	Sorrento 4	Sorrento 3	Naples 4 & 5	Naples 3	Naples 2	Naples 1	Naples 7	Naples 6	Sorrento 2	Sorrento 1	Tuscany Ballroom
Time Slot											
9am-12am											
11am-12pm											
12pm-1pm	IP Protection Brian Chellgren	Credit Card/PCI Stephan Brissaud Dave Carlton	Power Retail Award Organized Play Jennifer Ward	Selling Singles 1 Nick Coss	You're Gonna Need a Bigger Boat Chris Powell	New Store Orientation			Retail Lounge		
1pm-2pm	Running a Publisher Booth at Conventions Eric Price & Kelly Brumly	GAMA MAP Training Jessica Davidson	Convention Sales Andrew Zorowitz	Selling Singles 2 Nick Coss	Monetizing Your Play Space Jennifer Ward						
2pm-3pm	Star City	Hobby Game Industry 3 Tier System Overview	SWOT John Stephens & Michael Bahr	Retail Inventory Management Mike Kistler	Ooh Shiny! Angie Blackmon	You Gotta Pick Something Steve Ellis & Travis Severance					
3pm-4pm	Crystal Commerce	Hobby Game Industry Distribution	Psychology of Selling Dawn Studebaker	All Wings Report In Mike Kistler	The Lost Art of Customer Service Angie Blackmon	Non-Traditional Supply Steve Ellis & Travis Severance					
4pm-5pm	GGI	Organized Play/Creating Space	Social Media Dawn Studebaker	Open to Buy Gary Ray	Third Space Concept Paul Butler	If Your Staff Sucks John Stephens & Tim Blakely					
5pm-6pm	International Tabletop Day	Convention Cycle	Hybrid Theory Stephen Smith	GRD AMA	RPG Evolution Paul Butler	Demos and Casual Play Steve Ellis & Travis Severance					
6pm-7pm										Press	
7pm-Midnight											Get Your Game On! GAME NIGHT & DESIGNERS SESSION

TUESDAY

ROOM	Sorrento 4	Sorrento 3	Naples 4 & 5	Naples 3	Naples 2	Naples 1	Naples 7	Naples 6	Sorrento 2	Sorrento 1	Tuscany	
Time Slot												
8am-9am											Sponsored Breakfast	
9am-10am	ICV2	TIA & GAMA	If Your Staff Sucks John Stephens	Retail Inventory Management Mike Kistler	Social Media Dawn Studebaker	Oooh Shiny! Angie Blackmon	Product Diversity Steve Ellis & Travis Severance	Hybrid Theory Stephen Smith	Press	Retail Lounge		
10am-11am	International Tabletop Day	Border & Customs	Selling Used Board Games Bryan Winter	Multiple Store Operations Cody Dame	You're Gonna Need a Bigger Boat Chris Powell	The Lost Art of Customer Service Angie Blackmon	GAMA Retail Division Q&A	Comparing POS Options Andrew Zorowitz				
11am-12pm	Games Workshop	Upper Deck	WizKids	Wizards	CMON	IELLO	Asmodee	Konami				
12 PM-1:30 PM											Lunch	
2pm-3pm	USAopoly	Privateer Press	Paizo	Wizards	Steve Jackson	Pokemon	Asmodee	Renegade (*)	Hobby Game Industry 3 Tier System Overview	Retail Lounge		
3pm-4pm	Games Workshop	Impressions	Wizkids	Wizards	Reaper	PSI	Asmodee		Hobby Game Industry Distribution			
4pm-5pm	Wyrd	Upper Deck	Paizo	Wizards	Steve Jackson	IELLO	Asmodee		Organized Play/Creating Space			
5pm-6pm	Cubicle 7	Battlefront	WizKids	Wizards	CMON	AEG	Asmodee	Ultra Pro	Convention Cycle			
6pm-7pm	Upper Deck	Impressions	Paizo	Wizards	Steamforged	IELLO	Fantasy Flight	Reaper	GAMA MAP Training			
7pm-8:30 pm											GAMA Dinner	
8:30-9:30pm											GRD Annual Meeting & Elections	
8:30- 11:00 PM	RPG Lounge (9:00 pm-Midnight)		TCG Player Evening Store Event (Edge)									

WEDNESDAY

ROOM	Sorrento 4	Sorrento 3	Naples 4 & 5	Naples 3	Naples 2	Naples 1	Naples 7	Naples 6	Sorrento 2	Sorrento 1	Tuscany Ballroom
Time Slot											
8am-9am											Sponsored Breakfast
9am-10am	Games Workshop	PSI	Wizkids	Pokemon	CMON	Wyrd	Asmodee	Renegade	TCG Player 9:00 am-6:00 pm	Retail Lounge	
10am-11am	AEG	Battlefront	Paizo	Steamforged	Konami	USAopoly	Asmodee				
11am-12pm	Games Workshop	Upper Deck	IELLO	Cubicle 7	CMON	Privateer Press	Asmodee	Ultra Pro			
12pm-1pm											Sponsored Lunch
1pm-2pm											Exhibit Hall
2pm-3pm											
3pm-4pm											
4pm-5pm											
5pm-6pm											
6:30 pm-Midnight											Games Night

THURSDAY

ROOM	Sorrento 4	Sorrento 3	Naples 4 & 5	Naples 3	Naples 2	Naples 1	Naples 7	Naples 6	Sorrento 2	Sorrento 1	Tuscany Ballroom		
Time Slot													
8 am-9 am											Sponsored Breakfast		
9am-10am	ICV2	TIA & GAMA	Open to Buy Principle Gary Ray	Product Diversity Travis Severance & Steve Ellis	Forging the Fires of Awesome Paul Butler	Monetizing Your Play Space Jennifer Ward	All Wings Report Mike Kistler	Selling Used Games Bryan Winter	Press	Retail Lounge			
10am-11am	Running a Publisher Booth at Conventions Eric Price & Kelly Brumly	GAMA Open Board Meeting	Convention Sales Andrew Zorowitz	Demos and Casual Gaming Travis Severance & Steve Ellis	Third Space Theory Paul Butler	Multiple Store Operations Cody Dame	Psychology of Selling Dawn Studebaker	Selling Singles 1 Nick Coss					
11am-12pm	IP Protection Brian Chellgren	Border and Customs	Comparing POS Utilization Andrew	Non Traditional Supply Travis Severance &	RPG Evolution Paul Butler	Power Retail Award Store Design Josh	SWOT John Stephens & Michael Bahr	Selling Singles 2 Nick Coss					
12pm-1pm											Sponsored Lunch		
1pm-2pm											Exhibit Hall		
2pm-3pm													
3pm-4pm													
4pm-5pm													
5pm-6pm													
6pm-7pm								GAMA's Hot Topic: Ecommerce					
7pm-8pm								Build Your Business: Volunteer Background Checks					
8pm-12 am										PSI	Minis Night	Star Realms Tournament	Poker Tournament

FRIDAY

ROOM	Sorrento 4	Sorrento 3	Naples 4 & 5	Naples 3	Naples 2	Naples 1	Naples 7	Naples 6	Sorrento 2	Sorrento 1
Time Slot										
9am-10am	Legal Issues Brian Chellgren		AMA RPG Centric	AMA Miniatures Centric	AMA CCG Centric	AMA Board Game Centric	AMA Operations centric		GAMA MAP Training	Retail Lounge
10am-11am			AMA RPG Centric	AMA Miniatures Centric	AMA CCG Centric	AMA Board Game Centric	AMA Operations centric			
11am-12pm								GAMA Trade Show Lessons Learned Hosted by GAMA Board of Directors & GAMA Staff		