



## 2018 MANUFACTURER AND DESIGN TRACK SCHEDULE

These seminars run Monday through Wednesday and provide beneficial information to designer and manufacturer members.

### MONDAY

ROOM	Capri 4	Capri 3	Capri 2	Capri 1
Time Slot				
9-11 am	<b>Registration</b>			
	Panels	Panels	Designer Seminars	Meals & Meetings
12:00 pm-1:30 pm	<b>Marketing to Gamers, For Publishers</b>	<b>Translation and Localization</b>	<b>Evolving the Game</b> Jason Bulmahn	
1:30 pm 3:00 pm	<b>Legal Issues</b> Brian Chellgren	<b>Work With Printers Successfully</b>	<b>Game Design Full Time?</b> Elisa Teague	
3:00 pm- 4:30 pm	<b>Start-up and Small Business Topics for Publishers</b>	<b>Running a Design Studio</b>	<b>Research in Game Design</b> Kenneth Hite	
4:30 pm- 6:00 pm	<b>Crowdfunding for Publishers</b>	<b>Tabletop Game Career Paths</b>	<b>Making Games With Bert and Ernie</b> Jeff Tidball	
6:30 pm-7:00 pm	<b>GAMA Launch Party &amp; Games Night (Tuscany Ballroom)</b>			

# TUESDAY

ROOM	Capri 4	Capri 3	Capri 2	Capri 1
Time Slot	Manufacturers Track	Panels	Designer Seminars	Meals & Meetings
9:00 am-10:30 am	New Manufacturer and Designer Orientation	Deciding Whether to Publish	You've Made Your Game, Now What? Mike Richie	
10:30 am-12 pm		Pitching to Publishers	How to Get a Reputation Mike Selinker	
12:00 pm-1:00 pm				
1:00 pm-2:30 pm	Manufacturing 101	Start-up and Small Business Topics for Publishers	Graphic Design for Game Inventors James Ernest	
2:30 pm-4:00 pm	Domestic Production Presentations	Crowdfunding for Publishers	Hooking Players on Lifestyle Games: A Discussion Mike Selinker	
4:00 pm-5:30 pm	4:30-6:30 Networking & Cocktails in Capri Foyer	Social Media for Publishers and Designers	Tailoring your Game Pitches to Match a Publisher Michael Elliott	
5:30 pm-6:30 pm				
6:30 pm-8:00 pm	7:00 pm-9:00 pm Speed Dating			Manufacturers and Designers Dinner
8:00 pm-10 pm				

# WEDNESDAY

ROOM	Capri 4	Capri 3	Capri 2	Capri 1
Time Slot	Panels	Panels	Designer Seminars	Meals & Meetings
9:00 am-10:30 am	<b>Publishing Licensed Games</b>	<b>Building Brand Value</b>		
10:30 am-12:00 pm	<b>What Retailers Want from Publishers</b> John Ward	<b>How to Give Presentations</b> Doug Ferguson	<b>Making More Money as a Game Designer</b>	
12:00 pm-1:00 pm				
1:00 pm-6:00 pm	<b>Exhibit Hall (Tuscany Ballroom)</b>			
6:00 pm-Midnight	<b>Games Night (Tuscany Ballroom)</b>			