

NALP FIELD TRIP AT PACIFIC LANDSCAPE MANAGEMENT

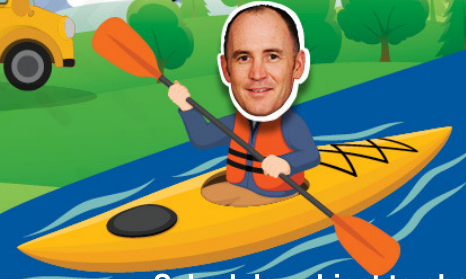
Presented by
Frank Mariani, Marty Grunder, and Bob Grover

> PORTLAND, OREGON – AUGUST 8-10 2018



Frank & Marty's

Excellent
adventure



Schedule subject to change

WEDNESDAY, AUGUST 8

4:00pm - 6:00pm Registration
7:00pm Welcome Happy Hour

THURSDAY, AUGUST 9

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| 8:00 - 5:00 | Registration & Check-In | 2:30pm | Session IV: Improving Efficiencies: The Lean Approach |
| 8:00am | Breakfast | | |
| 9:00am | Welcome & Introduction of Topics | 3:30pm | Break |
| 10:00am | Session I: When David Slayed Goliath: Outsmarting Your Competition, No Matter Your Size | 3:45pm | Session V: Setting the Scene: What You'll See Tomorrow at Pacific Landscape Management |
| 11:00am | Break | 4:30pm | Introduction to the Evening Event |
| 11:15am | Session II: Team Orange: How Pacific Landscape Management Became One of Portland's Best Places to Work | 5:30pm | Buses Leave for Optional VIP Ticketed Tour of the Nike Campus |
| 12:15pm | Lunch | 6:00pm | VIP Nike Campus Tour - Ticketed Event |
| 1:30pm | Session III: The Client Experience: The Secret to Sales | 7:00pm | VIP Cocktail Reception - Ticketed Event |
| | | 8:00pm | VIP Dinner - Ticketed Event |
| | | 9:00pm | Buses Return to Hotel |

FRIDAY, AUGUST 10

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| 8:00am | Breakfast |
| 8:30am | Buses Leave for Pacific Landscape Management |
| 9:15am | Tour of Pacific Landscape Management |
| 12:30pm | Lunch at Pacific Landscape Management |
| 2:00pm | Buses Return to Hotel |
| 3:00pm | Constructive Critique of Pacific Landscape Management: What Would You Start, Stop, and Keep? |
| 4:00-5:00pm | The Next Step: How to Put in Practice What You've Learned Here |
| 7:00pm | Dutch Treat Dine Around (optional) |