

# Missouri Society of Professional Surveyors

## SPRING WORKSHOP

**April 28-29, 2023**

The Lodge of Four Seasons  
315 Four Seasons Drive  
Lake Ozark, MO 65049

# *Exhibitor Registration*

## **SPEAKERS**

Robert Bailey, Robert Bailey Sales Consultant  
Eric "Ric" C. Harris, J.D., Harris & Harris, P.C.  
Panel of Business Owners and Industry Professionals

# Friday, April 28, 2023

- 7:00 am REGISTRATION OPENS
- 7:00 – 8:00 am BREAKFAST BUFFET (included with registration)
- 8:00 – 10:00 am **PANEL DISCUSSION: *Hanging Out Your “Surveying Shingle”***  
Panelists: Ray Riggs, PLS, Riggs Brothers Surveying; Ralph Riggs, PLS, Riggs Brothers Surveying; Troy Hayes, PLS, Midland Surveying; Dan Govero, PLS, Govero Land Services
- 10:00 – 10:30 am BREAK with EXHIBITORS
- 10:30 – 12 noon **PANEL DISCUSSION: *Survey Necessities***  
Panelists: Kellan Gregory, PLS, Lamp Rynearson; Norm Ellerbrock, PLS, Four Points Survey; Mike Zahner, PLS, Zahner, Inc.; Mark Wiley, PLS, SWT Design
- 12:00 – 1:00 pm LUNCH with EXHIBITORS (included with registration)
- 1:00 – 2:30 pm ***Suggestions on How to Manage Your Business and Sales During a Recession***  
Speaker: Robert Bailey, Robert Bailey Sales Consultant
- 2:30 – 3:00 pm BREAK with EXHIBITORS
- 3:00 – 5:15 pm ***Suggestions on How to Manage Your Business and Sales During a Recession*** continued
- 5:30 pm RECEPTION WITH EXHIBITORS  
(complimentary beer, wine and hors d’oeuvres—included with registration)

# Saturday, April 29, 2023

- 7:00 am REGISTRATION OPENS
- 7:00 – 8:00 am BREAKFAST BUFFET (included with registration)
- 8:00 – 10:00 am **PANEL DISCUSSION: *Systems Overview***  
Panelists: Ladd Nelson, Carlson Software; Pat Stack, Seiler Geospatial; Sean Cleveland, Seiler Geospatial; Zephaniah Smith, Topcon Solutions; Brett Black, LEICA; Terri Rollings, Transit & Level; Charles (Bucky) Lawley, Transit & Level
- 10:00 – 10:30 am BREAK with EXHIBITORS
- 10:30 – 12 noon **BREAKOUT SESSIONS: Individual Detail of Programs**  
***Leveraging the Power of Windows During Field Data Collection to Help Maintain Data Security and Integrity*** Ladd Nelson, Director-Midwest Sales, Carlson Software  
***Common Mistakes Made in the Field by Survey Parties*** Pat Stack, Seiler Geospatial; Sean Cleveland, Seiler Geospatial  
***Magnet Solutions*** Zephaniah Smith, Senior Support Specialist, Topcon Solutions  
***New Product Overview: Leica Robotic Auto Pole System, Leica Ground Penetrating Radar, BLK Scanning Applications, Hydrographic Surveying with the Apache***  
Terri Rollings, Transit & Level; Charles (Bucky) Lawley, Transit & Level; Brett Black, LEICA
- 12:00 – 1:00 pm LUNCH (included with registration)
- 1:00 – 3:00 pm ***Everything You Need to Know About Easements***  
Speaker: Eric “Ric” C. Harris, J.D., Harris & Harris, P.C.
- 3:00 – 3:15 pm BREAK
- 3:15 – 5:15 pm ***Everything You Need to Know About Easements*** continued

# Exhibitor Information

## Booth Set-up

All booth spaces will be pipe and drape, 8x10 feet booths with back drapes and 36 inch high side dividers, all supported by steel framework. Provided with each booth will be one 7"x44" black on white identification sign; one 8 foot draped table skirted on three sides, two chairs and wastebasket. If additional booth furnishings, tables, table draping, or other equipment is desired please call our Convention Services Contractor - Page and Brown at 573-348-5176 or request the Exhibitor Kit from MSPS.

## Exhibiting Hours

Exhibitors will set up on Thursday, April 27, 2023 from 6-8 pm only. All workshop sessions will take place in adjoining rooms and participants will be encouraged to visit the Exhibit Hall during all available times. (See diagram) Exhibit Hall will close for move-out at 10:30 am., Saturday, April 29, 2023, after the morning break.

## Booth Assignment

Please indicate your booth preference on the Exhibitor Registration Form, giving first through third choices. Booths will be assigned according to the date of receipt of your contract and the availability of unreserved space.

## Golf Tournament

The MSPS PAC Fundraiser Golf Tournament will be held on Thursday, April 27, 2023 at 1:00 pm at The Cove Golf Course and is \$85 per person. Two mulligans per person are included and prizes are given for first, second and third teams. Additionally there are prizes for long drive, closest to the pin and longest putt!

## Exhibiting Representative

Exhibitors are requested to submit the names of staff members who will be working in their booth(s) with a **limit of two people per booth**. Add \$50.00 for each person over two per booth. Exhibitors are asked to wear their badges during all workshop functions.

## Hotel Accommodations

The Lodge of Four Seasons, 315 Four Seasons Drive, Lake Ozark is the location for the 2022 Spring Workshop. A block of rooms has been reserved at a rate of \$134.00 for single or double occupancy.

**Deadline for hotel reservation is April 5, 2023.**

Make your reservation by calling the Lodge of Four Seasons at 888-265-5500.

## Sponsorships

You may sponsor a break with a \$250 sponsorship fee. Indicate your choice on the registration form. Recognition will be given in all conference materials and signs displayed throughout the workshop.

## Liability

It is expressly understood and agreed by the signing of the contract that the Exhibitors assume the entire responsibility and liability for losses, damages, and claims arising out of the loss, injury or damage to Exhibitors' display, equipment, and other property brought onto the premises of the Hotel. MSPS will provide additional security in the Exhibit Hall on Wednesday and Thursday evenings from 7:00 pm to 7:00 am.

## Terms of Payment

The request of Exhibit Space must be accompanied by the non-returnable fee of \$450 per booth space. The registration fee includes breakfast both days, lunch, breaks and reception on Friday for two people.

## Cancellation Policy

MSPS reserves the right to cancel the program and return all fees in the event of insufficient registration.

**NO REFUNDS AFTER April 15, 2023.**

A \$25 processing fee will be applied to all refunds.

# Registration

Company \_\_\_\_\_

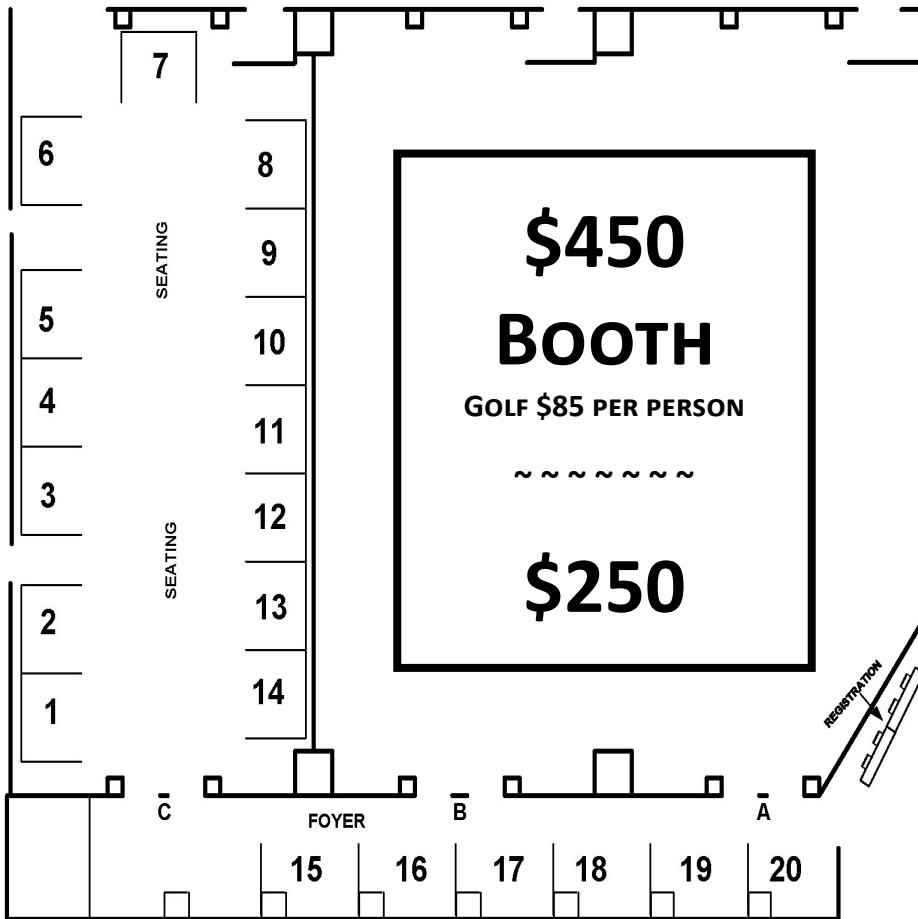
Name \_\_\_\_\_

Address \_\_\_\_\_

City, State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Products/Services to be Exhibited \_\_\_\_\_



## ADDITIONAL NAMETAGS

Only those specified will receive pre-printed nametags.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## GOLF PLAYERS

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## BOOTH PREFERENCE

1st \_\_\_\_\_ 2nd \_\_\_\_\_ 3rd \_\_\_\_\_

## SPONSORSHIP

- Morning
- Afternoon

## PAYMENT OPTIONS

Check       Invoice my Firm

Credit Card (Visa, MC, Discover, American Express)

Card # \_\_\_\_\_

Exp Date \_\_\_\_\_ CVV Code \_\_\_\_\_

Booths \_\_\_\_\_ @ \$450      \$ \_\_\_\_\_

Golf \_\_\_\_\_ @ \$85      \$ \_\_\_\_\_

Extra Persons \_\_\_\_\_ @ \$50      \$ \_\_\_\_\_

Sponsorship \_\_\_\_\_ @ \$250      \$ \_\_\_\_\_

Amount Enclosed      \$ \_\_\_\_\_

MSPS, 722 E. Capitol Avenue, Jefferson City, MO 65101

573-635-9446 ~ Fax: 573-635-7823 ~ msp@missourisurveyor.org ~ www.missourisurveyor.org

Online Registration: <http://mspsevents.com>

Return registration form and payment to MSPS before April 15, 2023.