

## **THE HANDS-ON PEST MANAGER**

### **NSW Conference 2010**

#### **PROGRAM**

*AEPMA reserves the right to change program at any time*

Thursday 3 and Friday 4 June 2010

The Waterview Convention Centre, Bicentennial Park, Sydney Olympic Park, Homebush

A Hands-on Business & Technical Workshop for the Pest Management Industry

#### **Day 1 .... Business owners and office staff**

8.30 am	Opening address	David Gay
9.00 am	An introduction to the new <i>AEPMA Code of Practice for Pest Management in the Food Industry</i>	Rod McLean
9.45 am	Technology – A heads up on IT <i>Technology useful to the pest industry</i>	James Lobbes
10.30 am	Morning tea in display area	
11.00 am	Debt Management/Cash Management	David Scott
11.20 am	Preparing a business for sale <i>Business plans and exit plans</i>	Justin Woods
11.45 am	Time Management	Gary Patten
12.30 pm	Lunch in booth area	
2.00 pm	½ hour breakout sessions on <i>(4 sessions concurrently)</i> A Motivation and recruitment B Traineeships and Government assistance C Sales and marketing concepts D The Web - how to attract new business	Stephen Milgate Margaret McKinnon David Priddy Michael List
4.00 pm	Afternoon tea in booth area	
4.30 pm	New Industrial Relations Awards <i>OH&amp;S the new award arrangements</i>	Paul Houlihan - First IR
5.15 pm	Commence cocktails and canapés	Women in Pest Management
7.30 pm	Day 1 finish	

CPD points will apply

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### **Day 2 .... Technicians**

8.15 am	Welcome	John Sharkey
8.30 am	Up selling <i>Get more sales for your day's work</i>	Shane Clarke
9.15 am	Presentation – AEPMA - Marketing <i>You only have one chance to leave a first impression</i>	David Gay
10.00 am	Morning tea	
10.30 am	Workshop Groups with team leaders - discuss specific issues relating to the pest management business <i>(4 sessions concurrently)</i> A Attention to detail – examples at the workplace B Cleanliness and vehicle presentation C Equipment selection and dusting techniques D Choice of formulation	Patrick Legey Gary Cochrane Peter Lamond Brett Black
12.30pm	Lunch and visit booths	
2.00 pm	½ hr practical demos and hands-on sessions <i>(4 sessions concurrently)</i> A Spray nozzles and application - <i>are you getting it right?</i> B Equipment & PPE maintenance  Afternoon tea  C Bed bug treatment D Approaches to termites in trees and stumps	Steve Endor Terry Gorman   David Lilly Peter Hill
4 00pm	Draw of passport \$1,000 prize Question time, closing address	Passport Sponsor Stephen Ware
4.15 pm	Drinks	
5.00 pm	Close	

CPD points will apply