

# Northwest Rental Conference 2022

## Schedule of Events

### Saturday, October 15, 2022

2:00 pm - 5:00 pm Registration Open (Rivertide Suites Lobby)

### Sunday, October 16, 2022

8:00 am - 5:00 pm Registration Open (Convention Center Lobby)

8:00 am – 8:10 am Exhibitor Meeting (Convention Center Lobby)

8:10 am – 5:00 pm Exhibitor Move – In (Convention Center Pacific Room)

3:00 pm - 5:00 pm State Association. Meetings:

Idaho (Seaside Room C)

Montana (Riverside Room A)

Oregon (Riverside Room B)

Washington (Riverside Room C)

5:00 pm - 8:00 pm Cocktail Party & Seafood Boil (Elks Lodge 324 Avenue A)

8:00 pm - 10:00 pm Hospitality Room Open (Elks Lodge, 324 Avenue A, Seaside)

### Monday, October 17, 2022

8:00 am - 5:00 pm Registration Open (Convention Center Lobby)

8:00 am – 1:00 pm Exhibitor Setup (no Move – In) (Conv. Center Pacific Room)

8:30 am - 9:30 am Opening Session "Exceptional Inbound Sales", Josh Nickell  
(Riverside Room A-C)

9:45 am – 10:45 am Seminar: Seminar: "Employee Retention & Attracting New  
Talent", Dick Detmer (Riverside Room A-C)

Seminar: Roundtable - "Real Talk on Day to Day Issues", Mac  
Whittlesey & Sam Castillo (Seaside Room A-C)

11:00 – 12:00 pm Seminar: "Making The Most Of Your Rental Career", Dick  
Detmer (Riverside Room A-C)

Seminar: "How to Sell when it's time", Lance Brown  
(Seaside Room A-C)

12:00 pm - 1:00 pm Lunch (Necanicum Room)

1:00 pm - 5:00 pm Exhibit Hall Open (Pacific Room)

6:00 pm - 7:00 pm Cocktail Party (Necanicum Room)

7:00 pm - 8:30 pm Exhibitor Appreciation & Awards Dinner (Necanicum Room)

8:30 pm - 10:30 pm Hospitality Room Open (Necanicum Room)

### Tuesday, October 18, 2022

8:00 am - 1:30 pm Registration Open (Convention Center Lobby)

8:30 am – 9:30 am Seminar: "Creating Efficiencies - Getting the Most Out of Your  
Employees", Dick Detmer (Riverside Room A-C)

Seminar: "Theft Prevention", Bob Fisher, Hardware Sales  
Washington Organized Retail Crime Association  
(Seaside Room A-C)

9:45 am - 10:45 am Seminar: "Advertising & Promotion", Dick Detmer  
(Riverside Room A-C)

Seminar: "What's effecting your insurance rates", Geoff Zellers  
ARA Ins Services (Seaside Room A-C)

11:00 am – 3:00 pm Exhibit Hall Open (Pacific Room)

11:30 am – 12:30 pm Lunch (Necanicum Room)

2:47 pm NWRC 20th Anniversary Prize Drawings

Must be present to win. (Pacific Room Entrance)

3:00 pm – 6:00 pm Exhibitor Move – Out (Pacific Room)

**Return Home Safely**