



## 2020 MGA Presidents Council Fall Conference

### -Webinar Series-

**Wednesday, October 14 – 10 a.m.**

#### **National Club Association Legal & Legislative Update**

*Hosted by Joe Trauger, VP of Government Relations of the National Club Association.*

Joe will provide a brief overview on key legal and legislative issues facing the private club industry – the upcoming election, independent contractor status, real estate evaluations, private club status, immigration, taxes and other issues on the local and national level.

Registration



**Thursday, October 15 – 10 a.m.**

#### **Financial Best Practices and the Link to Strategic Governance and COVID**

*Hosted by Ray Cronin, Founder and Chief Innovator, Club Benchmarking*

In this session, Ray Cronin will detail the Key Performance & Operational Indicators that form the foundation of the five financial best practices that tie to strategic governance. The session will also review the financial impact of the virus on clubs leading to a reasonable perspective in terms of 2021 and associated budgets and planning.

Registration



**Friday, October 16 – 10 a.m.**

#### **Team Development Turns into Team Excellence**

*Hosted by Kurt Kuebler & Tom Wallace, Kopplin, Kuebler & Wallace*

Why is it some clubs seem to consistently attract and retain the 'best and the brightest' talent in all levels of the operation, while others seem to be in 'always hiring' mode? Kuebler and Wallace will provide attendees with key and proven team engagement, development, and mentoring principles that will likely help any club operation.

Registration

