

AGENDA

March 6

12:00pm

REGISTRATION & REGISTRATION CAFÉ OPEN

2:30 –
5:30pm

**SPECIAL SESSION FOR OPERATORS & SMALL/MIDSIZED
BUSINESSES**

6:00 –
8:00pm

GRAND OPENING RECEPTION

AGENDA

March 7

6:45 –
7:45am

NETWORKING BREAKFAST

8:00 –
8:40am

KEYNOTE SPEAKER

A leading Operator reveals how they have eliminated their organization's Pain Points when it comes to delivering superior food and service.

8:40 –
9:20 am

CONSUMERS

Understanding, reaching and influencing them. A study on today's consumer and how they affect our business in today's changing environment



LeaderThink - CONSUMERS

Operator experts from the Supply Chain, Culinary, Marketing and Leadership disciplines weigh in on how they have mastered the art of attracting Consumers to their restaurant.

9:20 –
10:00 am

10:00 –
10:30am

NETWORKING BREAK

AGENDA

March 7

10:30 –
11:10 am

TECHNOLOGY

An engaging presentation on how, when and where to use these tools to drive results both BOH and consumer facing

11:10 –
11:50 am



LeaderThink - TECHNOLOGY

Operator experts from the Supply Chain, Culinary, Marketing and Leadership disciplines weigh in on how they use technology to their benefit

11:50am –
Noon

2016 SILVER PLATE CLASS ANNOUNCED

Noon –
1:00pm

NETWORKING LUNCH

1:00pm –
4:30pm

TECHNOLOGY CENTER

Touch, play and learn about cutting-edge systems and gadgets that enhance the customer experience and drive results for your individual business needs. Experts available to answer all your questions!

BREAKOUT SESSIONS: 1:00 – 1:45pm
(Sessions will be repeated at 1:45 – 2:30pm)

EXCELLENCE In:
CULINARY

Discussion of leading operators on flavor and food trends.

EXCELLENCE In:
MARKETING

Driving traffic with today's consumer; getting them, keeping them and building check average

EXCELLENCE In:
SUPPLY CHAIN

Distribution challenges and Commodity solutions are addressed in this discussion.

SPEED MEETINGS: 2:45-4:30pm

5:30 –
7:30pm

NETWORKING RECEPTION

AGENDA

March 8

7:00 –
8:00am

NETWORKING BREAKFAST

8:00 –
8:20am

INNOVATION AWARDS

8:20 –
9:40am

GOVERNMENT REGULATIONS

Learnings on the latest legislation and regulations leading to implications throughout our organizations



LeaderThink – GOVERNMENT REGULATIONS

Hear how Operators have taken a proactive stance on the current legislation and how they are leaning in to benefit from the new regulations.

9:40 –
10:00am

OPERATOR-MANUFACTURER COLLABORATION MODEL (OCM) / JOINT BUSINESS PLANNING (JBP)

IFMA and The Partnering Group present an overview of this industry best practice that focuses on Operators and Manufacturers working together to drive more strategic partnerships.

10:00 –
10:30am

NETWORKING BREAK

10:30 –
11:10am

PLANNING & EXECUTION EXCELLENCE

A presentation of case histories from operators and manufacturers who have worked together to drive top line growth.

11:10 –
11:50am



LeaderThink – LEADERSHIP

Leading Operators discuss the keys to excellence in their organizations

11:50 –
Noon

CLOSING REMARKS

Noon –
1:00pm

NETWORKING LUNCH

AGENDA

March 8

BREAKOUT SESSIONS: 1:00 – 1:45pm
(Sessions will be repeated at 1:45 – 2:30pm)

EXCELLENCE In
CULINARY

Discussions involving Innovation process, best practices internally and with manufacturers.

EXCELLENCE In
MARKETING

Panel on using insights to drive planning and flawless execution.

EXCELLENCE In
SUPPLY CHAIN

Panel on coordinating operator/ manufacturer collaboration and Joint Business Planning (JBP)

SPEED MEETINGS: 2:45-4:30pm

5:30 –
7:30pm

NETWORKING RECEPTION

AGENDA

March 9

7:00 –
10:00am

NETWORKING BREAKFAST