



OPMA
OHIO PEST MANAGEMENT ASSOCIATION

*Winter Meeting &
Training School*

December 7-8, 2009

136 South Keowee Street | Dayton, OH 45402

937.424.3300 | Fax 937.222.5794

Visit us online at www.ohiopma.org for more information and registration.

OHIO PEST MANAGEMENT ASSOCIATION

The 2009 Winter Meeting will feature a new Monday afternoon educational session followed by a networking event featuring Monday Night Football with our great vendors!

MONDAY SCHEDULE

- 8:00 am Executive Committee Meeting
- 9:00 am Board of Directors Meeting
All Members Invited (RSVP Required)
- 3:30 pm IPM Update
Dr. Dave Shetlar of the Ohio State University Extension Program
- 4:45 pm OPMA Annual Business Meeting
- 6:00 pm Dinner, The Power of Networking Presentation and Monday Night Football with Vendors
Frank Agin, AmSpirit Business Connections

Some of Our Topics!

NPMA and NRDC's Green Initiative - this three-member panel will address the issue of green and how the NPMA with the NRDC is positioning itself in this initiative. From a regulatory perspective to credentialing programs and what it may mean for the pest control industry. Where do we stand?

IPM & Pesticide Use in Schools Update - The ODA developed an Integrated Pest Management (IPM) Rule for non-agricultural uses in the state with input from OPMA & OPARR. This rule would cover pesticide businesses, school personnel or any other individuals conducting IPM activities. ODA also developed a Rule for Pesticide Use in Schools. This session will review these rules and results of its implementation

OPARR Update - Hear the latest from the Ohio Professionals Applicators for Responsible Regulation, an alliance of associations, businesses and individuals in the lawn care, pest management, tree service, grounds keeping, landscaping, parks and recreation, and related industries.

Research Update - Bed Bugs & Termites - This session will provide the latest information from Dr. Susan C. Jones of The Ohio State University's Department of Entomology regarding bed bugs and termites.

Social Media & How to Use It for Recruiting - Social media sites have become an integral piece of the hiring puzzle; it's how to leverage these sites most effectively as a recruiting tool that has companies scrambling. These sites are low-cost or free to join, but it takes time and effort to make them truly useful.

Getting the Most of Your Health Care Benefits - Employers and employees have a window of opportunity once a year to make changes to their health care benefits plan, but during this time people often overlook valuable tools that can assist in managing health care expenses. Options such as flexible spending accounts (FSA), health savings accounts (HAS), long term care insurance, short-term disability and others can make a difference.

Managing Your Business in a Down Economy - A majority of sales professionals tell us their sales are either down or flat in 2009. To grow and thrive in this economy requires salespeople to identify customers' changing needs and sell real value. Successful salespeople see value through the prospects' eyes. At the end of the day that translates into more sales. How do they do it? Join us for this session and hear what others are thinking and doing.

Tuesday Schedule

- 7:30 am Check-In & Breakfast with the Vendors ♣
- 8:05 am Welcome & Vendor Introductions, Part 1 ♣
- 8:30 am NPMA and NRDC's Green Initiative
Jeff Teague, Responsible Services, Inc., Lonnie Alonso, Columbus Pest Control, Inc., & Carl Hinderer, Southern Mill Creek Products of Ohio
- 8:30 am Ohio Vector Update (10D)
Mary Daniels, ODH Zoonotic Disease Program
- 9:35 am IPM Rule Update & Record Keeping
Matt Beal, Ohio Department of Agriculture
- 9:35 am Mole Control (7)
Rich Williams, Bell Laboratories
- 10:35 am Refreshment Break with the Vendors ♣
- 10:50 am OPARR Update,
Belinda Jones, OPARR
- 10:50 am Safety with Pesticides (CORE)
*Mark South, Terminix International Co. LP *Sponsored by Terminix*
- 11:20 am Research Update: Bed Bugs & Termites
Dr. Susan Jones, OSU, Extension Program
- 12:05 pm Lunch & Vendor Introductions, Part 2 ♣
- 1:35 pm *Social Media & How to Use it for Recruiting*
Brad Goldoor, CareerBuilder
- 1:35 pm Bed Bugs (10A)
Gene White, Rose Pest Solutions
- 2:35 pm Getting the Most of Your Health Care Benefits
Aaron Miller & Jon Cronin, United Health Care
- 2:35 pm Termite & Other Wood Devouring Organisms Control (10B/12)
Eric Ham, Nisus Corporation
- 3:35 pm Refreshment Break with the Vendors ♣
- 3:50 pm Managing Your Business in a Down Economy
*Andrew Assir, Univar, *Sponsored by FPMO*
- 3:50 pm Fumigation Update (10C)
Marty Morgan, Dow Agro Sciences
- 5:00 pm Happy Hour with the Vendors

♣ Items with this designation signify events where both tracks combine throughout the day.

Hotel Information

Make your guest room reservations at the Crowne Plaza Columbus North Hotel by November 20, 2009 by 5:00 pm, to ensure availability at the rate of \$89 plus tax per night for single or double occupancy.

Crowne Plaza Columbus North

6500 Doubletree Avenue | Columbus, OH 43229

Hotel Front Desk: 1.614.885.1885 | Hotel Fax: 1.614.885.7222

Driving Directions

From I-71 North Bound: Take I-71 to exit 117, then left at East Dublin-Granville Rd./OH-161 W, then right on Busch Blvd. Turn right at Kingsmill Pkwy, then right on Doubletree Avenue.

From I-71 South Bound: Take I-71 to exit 117, then right at East Dublin-Granville Rd./OH-161 W, then right on Busch Blvd. Turn right at Kingsmill Pkwy, then right on Doubletree Avenue.

From I-70 East Bound: Take I-70 to I-670 E, then exit 5B on the left to merge onto I-71 N. Take exit 117, then left at East Dublin-Granville Rd./OH-161 E, then right on Busch Blvd. Turn right at Kingsmill Pkwy, then right on Doubletree Avenue.

From I-70 West Bound: Take I-70 to exit 108B and merge onto I-270N. Next, take exit 27 and a right at S. Cleveland Ave. Take a left onto W. Schrock Rd. followed by a left onto Buch Blvd. Turn right at Kingsmill Pkwy, then right on Doubletree Avenue.



Why Should You Attend?

Cutting edge ... is quite simply a new way of doing things. In today's economy, status quo is no longer realistic — innovation is the key to your business' success. The OPMA 2009 Winter Meeting and Training School will focus on the proven and ideas that promote personal and business growth. Companies aren't cutting edge, people are. So, get ready to network, learn, and grow.

The Route to Cutting Edge

This year's annual event is an opportunity to advance yourself, and provide you with the tools and education YOU need to succeed. This year, the Winter Meeting will provide different approaches to learning, new ways to expand your state-wide network and creative approaches to lead your business to success. For those needing re-certification credits, the December 2009 Training School will provide credits in categories 7, 10A, 10B/12, 10C, and Core.

The program is designed to allow participants to move easily between re-certification courses and those designed specifically for managers and executives in the pest management arena.

Who Will Join Me at the Event?

People just like you — peers, business leaders, researchers, suppliers — who are ready to learn, network, and experience the largest annual gathering of pest management professionals in Ohio, including more than 20 companies displaying their products and services.