

IWF 2018 Advance Registration Form

Wednesday - Saturday, August 22-25, 2018 • Georgia World Congress Center • Atlanta, Georgia, USA

Please complete this form and mail or fax with payment. Please submit a separate form for each person.

Register for Education Sessions on page 2 (over)...

- Three ways to Register:
1. Register online at: www.iwfatlanta.com
 2. Fax this form to: 301-694-5124 (please do not fax and mail)
 3. Mail this form to: IWF 2018, 5202 Presidents Court, Suite G100, Frederick, MD 21703

Discounted Registration Ends July 31, 2018.

1. Buyer Information: (Type or Print)

First Name: _____ MI: ____ Last Name: _____

Title: _____ Company Name: _____

Address: _____

City: _____ State/Province: _____ Zip/Postal Code: _____

Country: _____ E-mail: _____ Phone: _____

No one under the age of 16 will be admitted to IWF 2018.

2. Choose the one category that most closely describes your company's business:

- (A) Home Furnishings
- (D) Business or Institutional Furniture
- (AA) Custom Woodworking-Residential (Libraries, Home Theaters, Built-ins.)
- (BB) Cabinetry: Commercial and Institutional (Laboratory, Educational, Retail, Office, etc.)
- (CC) Cabinetry: Kitchen & Bath Drawer and or Cabinetry Doors
- (DD) Green Sustainable Products
- (EE) Closets/Organization Systems
- (FF) Flooring
- (GG) Doors and Windows: Manufacturing/Design
- (H) Architectural: Custom Manufacturing Design to Spec
- (I) Stock Millwork and Moulding
- (J) Retail Environment Store Fixtures/Partitions
- (II) Countertops: Fabrication and Materials
- (JJ) Advanced and Non-wood Materials-processing, fabrication & installation
- (K) Veneers and Laminates, Wood and Non-wood
- (KK) Coverings and Panels - Materials and Processing
- (L) Builders, Remodelers: Commercial or Residential Construction
- (M) Engineered Products
- (MM) 3-D Imaging and Processing
- (N) Forest Products/Harvesting/Saw Mills/Certification
- (NN) Hobbyist
- (OO) Outdoor Living, Design, Decking and Hardscaping
- (P) Plastics Fabrication
- (PP) Composites Manufacturing or Fabrication
- (Q) Machinery, Tooling, Hardware, Metals
- (R) Software, Educational Materials, Publications, Associations
- (S) Accessories, Gifts, Toys, Specialty Items
- (T) Distributor

3. Number of people employed by your company:


- (A) 01 to 09 (C) 20 to 39 (E) 100 to 249
- (B) 10 to 19 (D) 40 to 99 (F) 250 or more

4. What is your company's approximate sales volume?

- (A) Less than \$250,000 (E) \$5,000,001 to \$10 million
- (B) \$250,001 to \$500,000 (F) \$10,000,001 to \$50 million
- (C) \$500,001 to \$1 million (G) \$50,000,001 or more
- (D) \$1,000,001 to \$5 million

5. How long has your company been in business?

- (A) Less than 2 years (C) 5 - 10 years (E) more than 20 years
- (B) 2 - 5 years (D) 10 - 20 years

 I am handicapped and may need special assistance in the event of an emergency.

6. Choose the job title that most closely represents your responsibilities:

- (A1) Owner (A2) CEO (A3) CFO
- (A4) President (A5) Vice President (A6) GM
- (B1) Sales Manager (B2) Marketing (B3) Purchasing
- (C1) Factory or Shop position: Production
- (C2) Factory or Shop position: Engineering
- (C3) Factory or Shop position: Technical
- (C4) Factory or Shop position: Quality Control
- (C5) Factory or Shop position: Maintenance
- (D1) Designer (D2) Consultant
- (D3) Educator/Student
- (E1) Information Technology
- (E2) Accounting
- (F1) Logistics (F2) Material Handling
- (F3) Physical Plant (F4) Transportation
- (G) Hobbyist

7. Have you attended an IWF before? Yes No

8. Payment

Show Badge \$ 30.00

Education/Events:

Enter total for Education Sessions and Events from other side \$ _____

Donation:

Contribution to Woodwork Career Alliance to promote industry education
 \$ _____

Total Amount Due:

(Badge+Sessions+donation) OR (Symposium+Sessions+donation)... \$ _____

9. Method of Payment: (check one)

Only credit card, check or money order accepted. No PO's.

By Check (must be in US Funds and made payable to IWF)

By Credit Card: Amex MC Visa

Card No. _____

Exp. Date _____

Card Holder Name _____

Authorized Signature _____

Please note: NO BADGES WILL BE MAILED FOR IWF 2018. All badges will be printed onsite. Please go to Assisted Registration to pick up your badge. After August 1, 2018 prices for Exhibits Only: \$35. **THERE ARE NO REFUNDS OR SUBSTITUTIONS FOR EXHIBIT ONLY REGISTRANTS OR EDUCATION SESSIONS.** There will be NO refunds for "no shows". Education Conference Session changes/substitutions are allowed on a space-available basis, and must be made on-site. You will receive a confirmation of your registration approximately two weeks after your completed form and when payment has been received.



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Education Conference Sessions and Symposiums

Discounted Registration Ends July 31, 2018.

1. Buyer Information: (Type or Print)

First Name: _____ MI: _____ Last Name: _____

Company Name: _____

Please mark the box next to the sessions for which you wish to register. Please complete the calculations below and transfer the total amount of education registration fees to the front of this form. **Complete session descriptions can be found at www.iwfatlanta.com.**

of sessions _____ x \$55 (Adv. - before August 1) / \$65 (Reg - August 1 and after) = _____
 # of sessions _____ x \$95 (Adv - before August 1) / 105 (Reg - August 1 and after) = _____
 1 all day symposiums x \$ (Adv - before August 1) / (Reg - August 1 and after) = _____

Total Education: _____

All-Day Symposiums

		<u>Adv.</u>	<u>Reg.</u>
<input type="checkbox"/>	CLO Closets Symposium	395	450
<input type="checkbox"/>	CNC CNC Symposium	395	450
<input type="checkbox"/>	LEN Quantum Lean - "Easier, Better, Faster, Cheaper"	495	545
<input type="checkbox"/>	FAB Techniques and Time-Savers for Engineered Surfacing Products	125	175
<input type="checkbox"/>	CTP Countertops & Architectural Surfaces Symposium	245	295
<input type="checkbox"/>	CMP Wood Composites Symposium	245	295
<input type="checkbox"/>	FLO Wood Flooring Symposium	225	275
<input type="checkbox"/>	SFT Expanding your Business to the U.S.	325	375
<input type="checkbox"/>	FIN Finishing Symposium	395	450
<input type="checkbox"/>	PWD Powder Coating Wood... The Revolution is Underway	125	175
<input type="checkbox"/>	LDR Woodworking Network Leadership Forum	395	450

MKT – Marketing & Business Development

		<u>Adv.</u>	<u>Reg.</u>
<input type="checkbox"/>	MKT1 High-End Arch Millwork: Finding and Thriving in a Niche Mkt	55	65
<input type="checkbox"/>	MKT2 Strengthening Brand Equity in Today's Economy	95	105
<input type="checkbox"/>	MKT3 Aligning Your Team for RESULTS	55	65
<input type="checkbox"/>	MKT4 Effective Email for Small Businesses	55	65
<input type="checkbox"/>	MKT5 Video that Works	55	65
<input type="checkbox"/>	MKT6 Mindful Selling: 7 Core Principles for Successful Selling	55	65

NBS – New Business Sector

		<u>Adv.</u>	<u>Reg.</u>
<input type="checkbox"/>	NBS1 Leapfrog from Laminate to High End Concrete	55	65

BMG – Business Management

		<u>Adv.</u>	<u>Reg.</u>
<input type="checkbox"/>	BMG1 Become Invincible to Lawsuits	95	105
<input type="checkbox"/>	BMG2 Intellectual Property 101: Protecting Your Inventions	95	105
<input type="checkbox"/>	BMG3 Intellectual Property 201: Patenting Process and Strategies	95	105
<input type="checkbox"/>	BMG4 Apprenticeships Explained	55	65
<input type="checkbox"/>	BMG5 Seven Steps to Service Excellence	55	65
<input type="checkbox"/>	BMG6 Are You a Boss? Or a LEADER? - Would You Work for You?	55	65
<input type="checkbox"/>	BMG7 How to Avoid the Family Owned Business Blues	55	65
<input type="checkbox"/>	BMG8 Managing and Motivating Millennials	55	65
<input type="checkbox"/>	BMG9 Using Measurable Data to Get Maximum Performance	55	65
<input type="checkbox"/>	BMG10 Effective Estimating that leads to Bullet Proof Proposals	95	105
<input type="checkbox"/>	BMG11 Using Two-Component Polyurethane and Waterborn Finishes	55	65
<input type="checkbox"/>	BMG12 Sustainable Innovation Is Built On Trust	55	65
<input type="checkbox"/>	BMG13 How To Be Visionary: Create BOLD Results In Uncertainty	55	65
<input type="checkbox"/>	BMG14 Ready...Hire...Aim: You Hiring vs. Your Competition	55	65
<input type="checkbox"/>	BMG15 I Hired Workers but Human Beings Showed Up	55	65
<input type="checkbox"/>	BMG16 Culture Eats Strategy For Breakfast - What's Your Culture?	55	65

		<u>Adv.</u>	<u>Reg.</u>
<input type="checkbox"/>	BMG17 Anticipating and Overcoming Predictable Barriers to Growth	55	65
<input type="checkbox"/>	BMG18 Are you Running Your Business or is it Running You?	55	65
<input type="checkbox"/>	BMG19 Bridging the Skills Gap: Develop Sustainable Workforce	55	65
<input type="checkbox"/>	BMG20 Survive and Thrive Assuring the Long-Term Success of Your Co.	55	65
<input type="checkbox"/>	BMG21 How to Create a Culture of Innovation to Improve Profits	95	105
<input type="checkbox"/>	BMG22 Diversity and Inclusion in Our Industry	95	105
<input type="checkbox"/>	BMG23 Building Winning Teams	55	65
<input type="checkbox"/>	BMG24 Growing Your Skilled Workforce	55	65
<input type="checkbox"/>	BMG25 Working with Architects and Designers	95	105
<input type="checkbox"/>	BMG26 Building a Valuable Business: Panel Discussion	55	65
<input type="checkbox"/>	BMG27 The Art of Pricing Profitably	95	105
<input type="checkbox"/>	BMG28 The Secret Link of Operations and Accounting	95	105
<input type="checkbox"/>	BMG29 The Power of Leadership: Keeping Employees Inspired	55	65
<input type="checkbox"/>	BMG30 Buying that Big Machine	95	105
<input type="checkbox"/>	BMG31 Mentor Your Next Hire – Make Yourself Attractive	55	65

MFG – Manufacturing and Design

		<u>Adv.</u>	<u>Reg.</u>
<input type="checkbox"/>	MFG1 Industry 4.0 - Industry Status and Examples	55	65
<input type="checkbox"/>	MFG2 What We Can Learn from Lean in the Automotive Supplier Industry	55	65
<input type="checkbox"/>	MFG3 Think Light - Benefits and Opportunities of Lightweight Materials	95	105
<input type="checkbox"/>	MFG4 Leading Change, Top Mgmt's role in a Lean Mfg Transformation	55	65
<input type="checkbox"/>	MFG5 Capture the Value of Engineering	55	65
<input type="checkbox"/>	MFG6 HVLP Turbospray Technology, Past-Present-Future	55	65
<input type="checkbox"/>	MFG7 Working Plastics in the Woodshop	55	65
<input type="checkbox"/>	MFG8 Innovation in Composite Materials	55	65
<input type="checkbox"/>	MFG9 RESULTS MATTER	95	105
<input type="checkbox"/>	MFG10 Portable Spray Finishing System in a Small to Medium Sized Shop	55	65

		<u>Adv.</u>	<u>Reg.</u>
<input type="checkbox"/>	MFG11 Adv. Mfg Processes for Managing Your CAD Component Designs	55	65
<input type="checkbox"/>	MFG12 Boundary - Pushing with Your Nested-Based Router	95	105
<input type="checkbox"/>	MFG13 Combustible Dust...an Explosive Issue	55	65
<input type="checkbox"/>	MFG14 Robots in the Small to Medium-Sized Shop	55	65
<input type="checkbox"/>	MFG15 Acing that Modern Job	95	105
<input type="checkbox"/>	MFG16 Transitioning to In-House Finishing – Profitably	55	65
<input type="checkbox"/>	MFG17 LEAN Strategies for Small Shops	95	105
<input type="checkbox"/>	MFG18 Wood Products and Biophilic Design	55	65
<input type="checkbox"/>	MFG19 Combatting Dangers of Combustible Dust: An Engineered Approach	55	65
<input type="checkbox"/>	MFG20 Innovating Manufacturing Processes to Grow Production Capacity	95	105