



The Arizona Pest Professional  
Organization Proudly Presents  
1st Tri-Annual Business Forum

Helping PCO's Become Better Business Owners  
"Strategically Planning your 2018"

January 30, 2018 11:30 - 5:00 pm

Hilton Phoenix Airport 2435 S 47th St Phoenix, AZ 85034

Featuring Peter Schopen Jr., President of Schopen Pest Solutions

AS SEEN in PMP - Pest Management Magazine – contributing columnist/author

**WE ASKED - YOU ANSWERED - WE LISTENED**

Survey results let us know you wanted less meetings, better speakers and topics, better location, different time of day, better food, more camaraderie. You said teach us how to grow our business, how to make more money, how to get and keep good employees, and **WE ARE DELIVERING** with this new format designed for **Ownership & Management ONLY**.

- **3 MEETINGS PER YEAR**
- **LEARNING AGENDA**
- **KEYNOTE SPEAKERS**
- **WORKSHOPS**
- **BETTER LOCATION/FOOD**
- **TAKEAWAYS INCLUDING THUMBDRIVE CONTAINING:**
  - **Speaker Handouts**
  - **Business Plan Worksheet**
  - **Marketing Plan Worksheet**

This is the first of 3 forums that will take place in 2018. January 30th focuses on Strategic Planning, May 17th topic will be SWOTT Analysis, and November will be a Year End Evaluation. As your Association, we want to bring you valuable benefits designed to help you grow both in business and personally. **DON'T MISS THIS ONE!**

For more information see the following pages or visit our website [azppo.org](http://azppo.org).

# Registration Information

This new 2018 meeting format will be exciting - and we only have 100 seats available for the first ever Tri-Annual Business Forum!! You will also receive some nice gifts and have a chance to win some great prizes including \$100, \$250, and \$500 in cash.

Don't miss this one. Register by **January 12th** and take advantage of the **Early Bird and Bundle Pricing** listed below. Prices for May and November are subject to increase, so bundle today to lock in your price!

## **AZPPO Member Single Event Early Bird Pricing - through 1/12/18 only**

- ➔ **AZPPO Member-Single Event (Jan 30th) - Early Bird Pricing - Owner/Manager Attendee \$149**  
Represents savings of \$50 off the regular price. 2nd attendee \$75. **MUST REGISTER by 1/12/18**

## **Non-member and Regular Single Event Pricing**

- ➔ **AZPPO NON- MEMBER –Single Event (Jan 30th) - Regular Price \$199**  
For non-members and members not registered by 1/12/18. 2nd attendee \$100

## **Bundled Early Bird Pricing - through 1/12/18 only**

- ➔ **AZPPO Member-Bundled Event(s) Early Bird Pricing Owner/Manager Attendee ALL 3 FORUMS \$375**  
\$125 per Forum. Save up to \$222 and lock in your price for January 30th, May 17th and November. 2nd attendee \$75 per Forum \*Prices for May & November subject to change, so lock in now. **MUST REGISTER by 1/12/18**
- ➔ **NON-Members – Bundled Event(s) Early Bird Pricing Owner/Manager Attendee ALL 3 FORUMS \$525**  
\$175 per Forum. Save over \$70 and lock in your price for January 30th, May 17th and November. 2nd attendee \$100 per Forum **MUST REGISTER by 1/12/18**

## **Non-members Join AZPPO and SAVE - through 1/12/18 only**

- ➔ **JOIN AZPPO AND SAVE \*\*\*Membership & Single Event Early Bird Pricing (New members only) \$348**  
Join for \$199 and receive member early bird pricing (\$149) to attend the forum. 2nd attendee \$75 per Forum. Your joint membership will be good through June 30, 2019 giving you up to 6 months free membership with AZPPO. (joint membership with NPMA will not begin until after April 1). Not applicable to previously lapsed AZPPO members. On July 1, 2019 renewal dues amount will be based on company size. **MUST REGISTER by 1/12/18**
- ➔ **JOIN AZPPO AND SAVE \*\*\* Membership & Bundled Event(s) Early Bird Pricing ALL 3 FORUMS (New members only) \$574**  
Join for \$199 and receive member pricing (\$125 Each Forum) to attend all 3 forums. Save up to \$150 and lock in your price for January 30th, May 17th and November. 2nd attendee \$75 per Forum. Your joint membership will be good through June 30, 2019 giving you up to 6 months free membership with AZPPO. (joint membership with NPMA will not begin until after April 1). Not applicable to previously lapsed AZPPO members. On July 1, 2019 renewal dues amount will be based on company size. **MUST REGISTER by 1/12/18**

# Additional Information

## AGENDA

- 11:30 Registration
- 12:00 Lunch, Welcome, Invocation
- 1:00 Sponsors/Vendors Introduced
- 1:15 Keynote Speaker Pete Schopen
- 2:45 Break
- 3:00 Topic Workshop Pete Schopen, Facilitator
- 4:00 Happy Hour Mixer
- 5:00 End

## SPEAKER BIO

Pete Schopen is a 2nd generation pest control operator. His father Peter Sr started out with Orkin in 1972 before creating Mid Central Pest Control in 1975. Pete Jr learned pest control by running routes for his dad to pay for college. Graduating from Elmhurst College in 1991, Pete embarked on a broadcasting career that spanned 12 years. After Schopen's first son was born, he decided to get back into pest control. Pete worked with his dad for a short time before striking out on his own in 2006 and creating Schopen Pest Solutions, Inc. Later that same year, Pete called Marty Whitford at PMP Magazine and convinced him to let Pete write an article documenting his failures and successes. Today, Schopen Pest Solutions, Inc., has 13 employees and revenues close to 2-million dollars.



## LOCATION

Hilton Phoenix Airport  
2435 S 47th St Phoenix, AZ 85034



# Registration Form

Attendee Name \_\_\_\_\_

Company \_\_\_\_\_ AZPPO Member Yes \_\_\_\_\_ No \_\_\_\_\_

Company Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email Address \_\_\_\_\_ Phone \_\_\_\_\_

Additional Attendee \_\_\_\_\_

## AZPPO Member Single Event Early Bird Pricing - through 1/12/18 only

Jan. 30th Event Only - \$149 \$ \_\_\_\_\_

Add a Guest Jan. 30th Event Only - \$75 (list guest above) \$ \_\_\_\_\_

## Non-member and Regular Single Event Pricing

Jan. 30th Event Only - \$199 \$ \_\_\_\_\_

Add a Guest Jan. 30th Event Only - \$100 (list guest above) \$ \_\_\_\_\_

## Bundled Pricing - through 1/12/18 only

AZPPO Members Bundle All 3 Forums Jan. 30, May 17, and Nov. - \$375 \$ \_\_\_\_\_

AZPPO Members Add a Guest All 3 Forums Jan. 30, May 17, and Nov. - \$225 (list guest above) \$ \_\_\_\_\_

Non-members Bundle All 3 Forums Jan. 30, May 17, and Nov. - \$525 \$ \_\_\_\_\_

Non-members Add a Guest All 3 Forums Jan. 30, May 17, and Nov. - \$300 (list guest above) \$ \_\_\_\_\_

## Non-members Join AZPPO and SAVE - through 1/12/18 only

AZPPO Membership & Jan. 30th Event Only \$348 \$ \_\_\_\_\_

Add a Guest Jan. 30th Event Only - \$75 (list guest above) \$ \_\_\_\_\_

AZPPO Membership & Bundle All 3 Forums Jan. 30, May 17, and Nov. - \$574 \$ \_\_\_\_\_

Add a Guest All 3 Forums Jan. 30, May 17, and Nov. - \$225 (list guest above) \$ \_\_\_\_\_

**Grand Total** \$ \_\_\_\_\_

### THREE WAYS TO REGISTER:

1. Mail this form to:

AZPPO  
Attn: Tracy Unmacht  
Capitol Consulting  
818 N 1st St  
Phoenix, AZ 85004

2. Fax to: 602-712-1252

3. Online at [azppo.org](http://azppo.org)

### Payment Information

Our check is enclosed (payable to AzPPO)

Please charge the total to my credit card:

VISA  MASTERCARD  AMEX

Credit Card #: \_\_\_\_\_ Exp: \_\_\_\_\_

Sec Code: \_\_\_ Cardholder Name: \_\_\_\_\_

Cardholder Signature: \_\_\_\_\_