

Controlling Your Destiny Through Awareness, Education and Strategic Planning

IMDA 1999 Mid-Year Workshop

May 1999

Wyndham Garden Hotel

Oakbrook Terrace, IL

Conference Highlights:

- "The Dynamics of a Successful Distributor/Manufacturer Relationship." A panel of three manufacturers – David Buche, Bio-Vascular Inc.; David Stuckert, Venetec Inc.; and Bruce Dew, Diemolding Healthcare Division – tell you what they're looking for from specialty distributors.
- "Activity-Based Management: How to Cut the Fat in YOUR Business." IMDA member Stan Tangalakis of Mercury Medical shows you a fresh way to identify and stamp out redundancies in your operation, then to monitor costs on an ongoing basis.
- "Y2K: Are You Prepared?" IMDA Legal Counsel Mitchell Kramer points out the responsibilities and potential legal snags that specialty distributors can find associated with the Y2K computer bug issue.
- "Cultivating a High-Powered Sales Force: Using Training and Compensation Programs To Drive Your Business." Three IMDA members explain how they use training and compensation programs to get the most out of their sales teams.
- Manufacturers Forum. A first for IMDA. Vendors exhibit their specialty products for IMDA members.
- "Get Your Business/Life Together!" Every IMDA company finds itself at a crucial decision point. You're either contemplating an exit strategy or you're girding up to take on the market with renewed vigor. Either way, you've got to have a plan – for your company and yourself. Learn how to put one together from Jim McKinlay, Centre for Strategic Management.