



The 2016 Annual MMBA Regional Meetings Have Been Scheduled

Here are the locations

September 7 = Bemidji Regional Meeting at Sanford Center
September 14 = Metro Regional Meeting at Radisson Roseville
September 15 = Windom Regional Meeting at River City Eatery
September 22 = Austin Regional Meeting at Austin Holiday Inn
October 5 = Alexandria Regional Meeting at Arrowwood Resort
October 6 = Duluth Regional Meeting at Radisson Duluth

GENERAL AGENDA

***11:30 AM – Noon : Check – In
Noon – 12:45 PM: Lunch
1 PM – 4 PM: MMBA Meeting***

How to Coach for Performance

Imagine how effective Phil Jackson would have been as a basketball coach if he had been out on the floor playing with the players instead of watching the game unfold on the sidelines. Imagine how effective Vince Lombardi would have been if he would have stayed in his office working during a game instead of being out on the field with his players. How effective would Tom Kelly have been if he hadn't been a student of the game, studying different tips and tricks and coming up with new innovations?

Last year, Jim Langemo of Delaney Consulting talked about the essential elements of a customer service culture. The conversations were engaging and we have heard about a number of municipal liquor managers who have worked on mission statements, surveyed customers and started looking at their operation in new ways.

This year, we will build off that conversation. Jim will be touring with Paul and MMBA board members to teach coaching. During his session, you will learn the value of coaching, proven retail best practices and how to connect coaching to managing employee performance and financial performance. You will also learn how to use Jim's 5 E's of Coaching. By the end of the session, you will have insights and skills you can practice to make you a better coach and your operation more successful.

In addition, there will be an update from a member of the MMBA legislative team and a product educational presentation.

Once again, city managers/administrators/clerks and elected officials are also invited.

To help defray a portion of expenses, and to ensure attendance by individuals reserving a space, there is a minimal \$15 lunch fee (\$25 / non-members) for each participant.

Please return the enclosed reservation form with the registration fee.

These meetings are for you!! Take advantage of this opportunity!! See you there!!

ADDRESSES FOR 2016 REGIONAL MMBA MEETINGS

- September 7: Sanford Center
1111 Event Center Dr. NE
Bemidji, MN 56601
(218) 441-4000**
- September 14: Radisson Hotel Roseville
2540 North Cleveland Ave.
Roseville, MN 55113
(651) 636-4567**
- September 15: River City Eatery
344 – 10th Street
Windom, MN 56101
(507) 832-8383**
- September 22: Holiday Inn Austin
1701 4th St NW
Austin, MN 55912
(507) 433-1000**
- October 5: Arrowwood Resort
2100 Arrowwood Lane NW
Alexandria, MN 56308
(866) 386-5263**
- October 6: Radisson Hotel Duluth
505 W Superior Street
Duluth, Minnesota 55802
(218) 727-8981**

YES, I (we) will be attending the 2016 Regional MMBA Meeting in:

(Check One)

_____ Bemidji – September 7

_____ Roseville – September 14

_____ Windom – September 15

_____ Austin – September 22

_____ Alexandria – October 5

_____ Duluth – October 6

Facility / City: _____

Name & Title of Participants: _____

Please enclose a \$15 registration fee (\$25 for non-members) for each participant and send to:

Minnesota Municipal Beverage Association
P.O. Box 32966
Minneapolis, MN 55432