



Orientation

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Overview

- Resources
- Courses
- Exhibit Hall
- Major Events
- Networking and Social Events



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National Postal Forum: Resources

- Program Guide
- NPF App
- Presenters
- Other attendees

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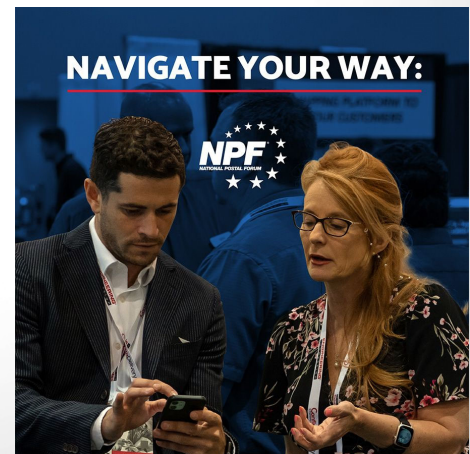


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National Postal Forum: Planning Your Time

- 30% attending classes
- 30 % in the exhibit hall
- 30% networking
- 10% enjoying the host city
- Be smart – download the NPF APP!



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National Postal Forum: Selecting Courses

- Need to know!
- Interesting topic
- Excellent speaker
- Remember!



Complete the survey at the end of each day!

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National Postal Forum: Courses - Tracks

- Data, Technology and Visibility
- Leadership and Professional Development
- Mailing Solutions
- Mailing/Shipping Prep and Entry
- Shipping Solutions

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National Postal Forum: Certification Programs

- Mail Design Professional (MDP) - \$95.00
- Direct Mail Marketing Course
- Mail Center Manager Course

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National Postal Forum: Why network?

- “Everyone lives by selling something.”
- Education, training & talent will only take you so far
- You don’t know who knows who
- You don’t know who’s looking for you
- People are interesting – as people

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National Postal Forum: Networking Tips

- Positive Attitude
- Visual Contact
- Seek Common Ground
- Be Interested, Not Interesting
- Be Polite
- Follow-up

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2023 National Postal Forum Major Events

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Welcoming Reception – Charlotte Convention Center Sunday, 5:30pm – 7:00pm

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PMG DeJoy Keynote Address, Crown Ballroom Monday, 8:00am – 9:30am

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Exhibit Hall

Monday – 9:30am – 4:00pm

Tuesday – 9:30am – 5:30pm

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Exhibit Hall - Attendees

- Have a plan – Map your route
- Set appointments with key vendors
- Talk to at least one new vendor per day
- Walk with a friend
- Wear comfortable shoes

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PCC Reception – Convention Center
Monday 5:30pm – 7:00pm

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Exhibitors' Reception – Exhibit Hall
Tuesday, 4:00pm – 5:30pm

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Recognition Luncheon – Crown Ballroom Wednesday 12:00pm – 2:00pm

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Closing Event – NASCAR Hall of Fame Wednesday, 7:00pm – 10:00pm

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NPF: First Timers

- Plan your time – especially classes and the exhibit hall
- Look for veterans
- Look for fellow First-Timers
- Ask vendors questions
- Talk to speakers outside of class

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National Postal Forum: After the Show

- Complete the NPF Survey
- Write a report
- Share course handouts
- Draft an implementation plan
- Follow-up
- Check out your local Postal Customer Council

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Checklist

1. Have a plan – but be flexible
2. Bring business cards
3. Wear comfortable shoes and leave laptop in the room
4. Watch your health
5. Enjoy yourself – with moderation



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Questions?

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