ADVOCATE FOR YOUR INDUSTRY

Every day, members of the United States Congress are bombarded with requests to support or oppose legislation. Individuals, organizations and entire industries are fighting for changes to legislation every day.

In this environment, the interests of the pest management industry can easily be overlooked. We cannot afford to let this happen. There are significant battles emerging on rolling back pesticide preemption and efforts from local governments to ban pesticides across the country, making it more important than ever to secure federal pesticide preemption. More broadly, staff and members do not understand what our industry does or how we are on the front lines of public health protection. Your voices in D.C. are needed to show Congress what we do and what we need. We must ensure that lawmakers know us, hear us, and respond to us.

Nothing has more impact on NPMA’s efforts to advocate on behalf of the industry than your meetings with Congress.

This March, National Pest Management Association members will flood Capitol Hill in Washington, D.C. to meet with their members of Congress – providing opportunities to promote the pest management industry and advocate for issues important to us. Join us in trumpeting the positive effect we have on public health and pushing for federal preemption.

Make your plans to attend today.

MEET YOUR MEMBERS OF CONGRESS

When we receive your registration, we will contact your U.S. Senators to request an appointment between 9 a.m. and 4 p.m. on Tuesday, March 10. We ask you to set up an appointment directly with your House member. Remember, the sooner you register, the more likely you are to see your elected officials.

REGISTRATION HOURS

The registration desk is open during the hours noted below.

- Sunday, March 8 11:00 AM - 6:00 PM
- Monday, March 9 7:30 AM - 5:30 PM
- Tuesday, March 10 7:30 AM - 9:00 AM

HOTEL INFORMATION

CAPITAL HILTON | WASHINGTON, DC

Legislative Day will be held at the Capital Hilton. To reserve your room, call (202) 393-1000 by February 19, 2020 and mention “NPMA” to receive the group rate of $299 per night (single/double). After February 19, rooms and the group rate are subject to availability.

KIDS PROGRAM [MONDAY, MARCH 9]

7:30 am - 8:00 am
Meet Up and Light Breakfast

8:00 am - 12:00 pm
Tour of the Capitol and Welcome to Washington Tour

12:00 pm - 1:00 pm
Lunch

1:00 pm - 4:00 pm
Children’s Museum (4-9 years old) and Spy Museum (10-16 years old)

Your child is welcome to join you on Monday night at the Welcome Reception and Tuesday morning for the Breakfast. If you are interested in chaperoning, please contact Maria Mercado at mmercado@pestworld.org. You must be registered as a spouse/guest or full attendee to chaperone the kids program. Program is based on participation. Please sign up ASAP and check legislativeday.npmapestworld.org for updates.
LEGISLATIVE DAY 2020
MARCH 8-10, 2020 | CAPITAL HILTON | WASHINGTON, D.C.

CONTACT INFORMATION Your name will appear exactly as indicated on this form, so please print or type all information. One registration form per person, please. Photocopies are acceptable.

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MY HOUSE REPRESENTATIVE OR MY HOME ZIP CODE

FIRST TIME ATTENDEE?

NPMA staff will begin making appointments with your U.S. Senators as soon as we receive your registration form. You should set up your appointment with your U.S. House Representative as soon as possible. Please register early.

CANCELLATION POLICY
Refunds will be made on the following schedule. All refund requests must be made in writing.

More than 31 days before the first day of the event: 100% refund.
Within 25-31 days before the first day of the event: 75% refund.
Within 18-24 days before the first day of the event: 50% refund.
Within 11-17 days before the first day of the event: 25% refund.
Within 10 or less days out: no refund.

Substitutions may be made at any time, even on-site. Please contact NPMA prior to the event or go to the registration desk while on-site.

PAYMENT INFORMATION

- CHECK ENCLOSED (PAYABLE TO NPMA)
- VISA
- MASTERCARD
- AMEX

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SIGNATURE

3 WAYS TO REGISTER
MAIL 10460 North Street, Fairfax, VA 22030
EMAIL mmmercado@pestworld.org
WEB npmapestworld.org

REGISTER TODAY!
For more information, visit www.npmapestworld.org or contact NPMA at (703) 352-6762.
For hotel reservations, contact the Capital Hilton directly at (202) 393-1000.

*Additional funds will be used to support the Industry Issues Fund

EARLYBIRD REGULAR ONSITE ROUND UP TOTAL
through 2/9 after 2/9 to protect the industry*

MEMBER RATES
Attendee $225 $250 $275 + $25 $ 
Spouse $215 $215 $215 + $25 $ 
Spouse Name
Kids Program $125 $125 $125 N/A $ 
Kid’s Name

NON-MEMBER RATES
Attendee $275 $300 $325 + $25 $ 
Spouse $265 $265 $265 + $25 $ 
Spouse Name
Kids Program $150 $150 $150 N/A $ 
Kid’s Name

Total Amount Due $
PROGRAM OF EVENTS

SATURDAY, MARCH 7
12:30 PM - 5:00 PM
NPMA Board of Directors Meeting

6:00 PM - 9:00 PM
Open House at the NPMA Headquarters Offices
Open to all attendees, transportation provided
Hosted by NPMA Interest Groups: LNC, PWIPM, Diversity, PestVets

SUNDAY, MARCH 8
8:00 AM - 9:30 AM
PestVets Council Meeting

8:00 AM - 9:30 AM
Recruitment and Retention Committee Meeting

8:00 AM - 10:00 AM
Pest Management Foundation Board of Trustees Meeting

10:00 AM - 12:30 PM
Public Policy Committee Meeting

12:00 PM - 1:00 PM
Lunch for Committee Meetings

12:30 PM - 2:00 PM
PWIPM Networking Event
Come have lunch with other professional women in pest management. The discussion theme is: recruiting women. Women thrive in all roles in the pest management industry. Bring your ideas for recruiting more women into our workforce.

12:30 PM - 2:00 PM
Business Development Committee Meeting

12:30 PM - 2:00 PM
Supplier’s Council Meeting

5:30 PM - 7:00 PM
Reception
Join your fellow attendees for a drink to kick-off Legislative Day!

Sponsored by syngenta

MONDAY, MARCH 9
7:30 AM - 9:30 AM
FMC True Champions Lounge

7:30 AM - 5:00 PM
Kids Program (see details page 2)

8:00 AM - 9:00 AM
PCT/NPMA Industry Survey Results & PCT Technician of the Year Awards
Presented by Dan Moreland and Brad Harbison, PCT Magazine
PCT and NPMA have teamed up again this year thanks to a sponsorship from BASF to gather data on workplace satisfaction in the pest management industry. This cutting-edge session will provide insights on sentiment of personnel in pest management compared to national averages. Prior to the presentation, PCT’s editors will recognize their Technicians of the Year with an award in the categories of residential, commercial and termite.

Sponsored by BASF

8:30 AM - 10:00 AM
QualityPro Board of Directors Meeting

9:30 AM - 10:30 AM
Building Relationships in Washington
Presented by Bob Dold, Jr. Rose Pest Solutions and former congressman; Moderated by Mike Seyfert, FMC
A former Member of Congress and member of our industry gives the inside track on how to be heard in D.C. This dynamic question and answer session will provide key takeaways on how D.C. works and how best to navigate the political process.
10:30 AM - 11:30 AM  
Artificial Intelligence and the Impact on Our Industry  
**John Kenton White, Advanced Symbolics, Inc.**  
Advanced Symbolics Inc. (ASI) will deliver an informative presentation that will give an overview of ASI and their AI’s capabilities, explain how artificial intelligence is improving on traditional market research and provide examples of how the pest management industry can use PPMA’s results to better understand specific audiences and develop strategies and messaging to effectively reach them. ASI will present key findings from real-world projects that illustrate the strengths of AI and how they can be quickly implemented in any organization to improve marketing efforts, going beyond topline vanity metrics and providing crucial insights into the issues and topics that matter most to customers.  
*Hosted by [Professional Women in Pest Management](https://www.prowomeninpestmanagement.com)*

11:30 AM - 12:30 PM  
Winning the War on Talent  
**Sara Cromwell, Abell Pest Control, Etobicoke, ON; Leila Haas, Sprague Pest Solutions, Tacoma, WA; Daniele Collinson, B.O.G. Pest Control, Edgewater, MD**  
With record-breaking low unemployment rates and record-high job vacancy rates across North America, the war on talent has never been greater. Recruiting and retaining the best people is essential for any company’s growth, but the competition is fierce against both direct competitors and other industries. Learn practical tools to assist you in winning the war on talent; allowing you to attract, develop and retain top employees.  
*Hosted by [Wall Street Journal](https://www.wsj.com)*

12:30 PM - 2:30 PM  
Luncheon & Keynote Debate  
**Featuring Anna Palmer and Jake Sherman**  
*New York Times* Bestsellers, Anna and Jake are the co-writers of the must-read D.C. morning and afternoon email Politico Playbook. Every lobbyist, staffer and politico in D.C. is on their email listserve, and they have a unique and incisive method of reporting Congressional procedural minutia and news in an entertaining manner. They recently published a book *The Hill to Die On* about the 2018 election. Jake has covered the battle for control of Congress for Politico for seven years. His focus is on the House Republican leadership and the major legislative battles on Capitol Hill. He previously covered Washington for the Wall Street Journal. Anna was formerly the co-author of Politico Influence, the essential daily newsletter for information on lobbying and money in politics. This dynamic pair will share the best breakdown on D.C., giving attendees an amazing opportunity to hear a real insider perspective on Washington.  
*Sponsored by [FMC](https://www.fmc.com)*

2:45 PM - 3:45 PM  
NPMA Issues Briefing and Strategy Session  
Join the NPMA public policy team to review the 2020 policy initiatives and strategy moving forward. The session will include a detailed review of the NPMA 2020 policy initiatives and accompanying talking points, an overview of the political strategy, a discussion of effective advocacy techniques and finally how NPMA members can best present to their elected officials.  
*Sponsored by [MGK](https://www.mgk.com)*

3:45 PM - 4:30 PM  
Refreshment Break & State Caucuses

4:30 PM - 5:30 PM  
Keynote Debate by Governor Howard Dean and Michael Gerson  
Former White House advisor and renowned conservative columnist Michael Gerson and former U.S. Presidential Candidate and Chairman of the Democratic National Convention Howard Dean, face-off in an engaging debate on top issues from health care to trade and taxes, and provide an illuminating look at our political landscape.  
*Sponsored by [Corriva](https://www.corriva.com)*

5:30 PM - 7:00 PM  
Legislative Day Reception  
*Sponsored by [FMC](https://www.fmc.com)*

TUESDAY, MARCH 10  
7:30 AM - 9:00 AM  
**Breakfast & Keynote Presentation by David Wasserman, House Editor, the Cook Political Report**  
A trusted election analyst by Republicans and Democrats, viewed as accurate and impartial. David regularly provides expert commentary on TV and in top publications and will give the audience an updated look at the current political climate in Washington.  
*Sponsored by [Center for Solutions](https://www.centerforsolutions.com)*

9:30 AM  
Depart for Appointments on the Hill

11:00 AM - 2:00 PM  
**MGK Legislative Center and Lunch with Address**  
*Sponsored by [MGK](https://www.mgk.com)*