



Management School Missouri Agenda*

July 17-19, 2018

**Schedule subject to change*



Tuesday, July 17

8:30 am – 9:00 am	Welcome, Introductions and Opening Remarks
9:00 am – 9:30 am	Utilizing Demographics
9:30 am – 10:30 am	Day Part Management
10:45 am – 12:00 pm	Revenue Management
12:00 pm – 1:00 pm	Lunch
1:00 pm – 3:00 pm	Marketing – Program Development Leagues
3:00 pm – 5:00 pm	Marketing – Program Development Casual

Wednesday, July 18

8:30 am – 12:00 pm	Food & Beverage
12:00 pm – 1:00 pm	Lunch
1:00 pm – 2:30 pm	Food & Beverage (continued)
2:45 pm – 5:00 pm	Human Resources

Thursday, July 19

8:30 am – 10:00 am	Inside Sales
10:15 am – 12:00 pm	Improving Daily Profitability– Understanding Your Sales Numbers
12:00 pm – 1:00 pm	Lunch
1:00 pm – 3:00 pm	Improving Daily Profitability– Profitability Exercise
3:00 pm – 4:00 pm	Wrap Up