

DALLAS CONVENTION TIPS

1. **ATTIRE:** Business Sessions ~ Business or Business Casual. (Comfortable shoes to walk to & from convention in)
Parties ~ Very Casual (even jeans are fine)
Black & Gold Banquet for ED's ~ Cocktail / Eveningwear / Tuxedos
2. **WHAT TO PACK:**
 - a. Plenty of business cards to exchange
 - b. Snacks – There is not a lunch break. Food vendors will be there to purchase lunch & snacks. This convention facility, like most, has a “**no food & beverage**” policy. So expect to go through “security” and that can include having to open up your purse, briefcase, etc. and having food items removed & trashed. FYI. (conceal them well! 😊)
 - c. Lots of Magazines, DVD's, CD's to start exposures during your trip there
 - d. Credit Card / Check to purchase the NEW tools
 - e. Empty space in your suitcase for bringing back NEW TOOLS
 - f. Journal or note cards and pens to take massive notes
 - g. Camera to take many pictures
 - h. Profiles of Success to have leaders sign for you – and take your picture with them
 - i. Phone numbers of associates on your team not in Dallas and phone numbers of your contacts/prospects in your pipeline. Calls from the convention are powerful!
3. **Get TOOL ORDERS** from your team before you leave - &/or call them from the event. You can have them mailed back, but you do NOT want to wait a week – This can KILL your team's momentum. You can FIRE UP MOMENTUM by bringing back new tools! Get their orders before you go!!!
4. **Plan to visit the VENDOR area** before the Sessions start (before 10am) or between one of the 4pm to 7pm breaks if you do not have another meeting to attend then. DO NOT hang around the vendor area during the Sessions. That would be an error in judgment, as Mr. Olson would call it.
5. **ATTITUDE/PHILOSOPHY** regarding the convention:
 - * This is your SUPER BOWL – Here is where you can learn what you need to take your business to the top!
 - * Bring your FUN attitude and your attitude of LEARNING – You'll be taking back to your own market place what you learn in DALLAS!
 - * Bring PATIENCE! There are thousands of associates attending – There can be long lines to get through security at the convention center; taxi's and buses far apart, etc. It will all work out great, with patience!**ALLOW 20 – 30 MINUTES BETWEEN VENUES, IF NOT MORE. Check with your hotel concierge.**
6. **BE EARLY to every session.** Arrange to meet your team outside the entrance early. Be in your seats ready to take notes from the moment it starts until the last moment.
7. **STAY IN THE ROOM – NO HALL BUDDIES** - You didn't get all the way to the convention to CHAT with associates outside the main event did you? The TOP EARNERS are inside on STAGE!
8. **CIRCLE UP with your upline/downline after every session. Know where to go for your circle up with your upline Leader/Executive Director. If you have no one on your team, join another AuCoin team group - Be ready to share something important that you got from the prior session.**
10. **ALWAYS STAY TO THE LAST MINUTE** – Many times major announcements or major speakers are last. During the Session Four, the last speaker will be your CEO, Mr. Stonecipher, always the most powerful part of the convention.

CONGRATULATIONS for making the decision to overcome whatever obstacles you had to make your way to your PPL Convention.

This is your opportunity to learn more in a few days than you could possibly learn outside this event in 6 to 12 months.

How many associates did you have this time from your own team attending?

What is your goal for next time?

This is a clear measuring stick of your future success – getting more and more to the big events!