



CAPA's 5th Northern California Spring Conference

AC Hotel San Francisco Airport/Oyster Point Waterfront, 1333 Veterans Blvd, South San Francisco, CA 94080

April 6-7, 2019

Participate by Presenting - Call for Proposals

California Pawnbrokers Association (CAPA) is an association of pawnbrokers and secondhand dealers and is the only one of its kind in California. CAPA's members strive to maintain the highest level of ethical conduct by following established best practices and adhering to federal, state and local laws and regulations. Since its founding in 1956, we have served the interests of tens of thousands of responsible pawnbrokers and secondhand dealers. The association serves its membership through legislative advocacy, professional education, industry programs and legal resources. Our members strive to be valued and respected by their communities by taking part in community outreach programs, as well as encouraging and fostering good relationships with law enforcement, state legislators, local government and community leaders. For more information, go to www.californiapawnbrokers.org.

The Board of Directors of the California Pawnbrokers Association encourages you to consider contributing your expertise to this event and we hope you will share this Call for Proposals with others whom you believe have strong presentation skills and a timely topic to share.

It's easy to submit a session proposal! Please go to www.californiapawnbrokers.org to **download, complete and submit a form**. It's as simple as that. Each breakout session will be approximately 60 minutes in length and should allow time for questions and answers at the conclusion. We anticipate 25 to 50 attendees per session. Those presenters chosen will be asked to bring enough handouts for session attendees if handouts are desired and to provide us with an electronic version if their presentations/handouts two weeks prior to the conference. Submission of a proposal for a presentation will serve as authorization for CAPA to post any session content on the CAPA website for future reference by members. Presenters are expected to register for the conference at the established rates. Deadline to submit: March 1, 2019.

Proposals received after this date will be considered on a space-available basis only. Proposals will be reviewed by the program committee and selected upon the criteria of overall quality, originality and appropriateness to this program. All potential presenters will be notified of proposal status by March 1, 2019. Those chosen will receive presenter information/details shortly after they are confirmed.

Sample topic areas include but are not limited to:

- Authentication - watches, handbags and more
- Dealing with coins or diamonds
- Financial / ROI and investments
- Future trends and resources
- Regulations and how they impact the industry
- Selling - psychology, tips and trends and more
- Setting up your business - smart business practices, HR, staging and more
- Threats - armed robbery, fire & more
- Utilizing technology - internet sales, social media and more

The conference will follow the same, streamlined format instituted in years past to maximize educational opportunities, vendor connections and networking time. Educational sessions will run on Sunday, April 7th. Presenters are invited to book hotel rooms at the special conference rate. Hotel information is posted on the website.

Thank you for your continued interest and support of CAPA. Should you have any questions regarding this process, please contact CAPA, at bmcguire@amgroup.us or 916-669-5322 x118. We appreciate your willingness to share your knowledge and expertise with your peers as CAPA continues to help further develop and professionalize the pawnbroker and secondhand dealer industry.

Sincerely,

The CAPA Conference Team



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Proposal & Speaker Information Form

Presenter Name: _____

Position Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: () _____ Fax: () _____ E-mail: (REQUIRED) _____

Proposed Session Title: _____

Note: choose something appropriate to topic but also eye catching; we suggest a maximum of seven words

What level of expertise will the presentation target? Basic Intermediate Advanced

What format will you use for your presentation? Individual Panel

What will your presentation include? Lecture Discussion Case Study Interactive Training Session

25 to 50 Word Description of Session: _____

Please list the top three learning objectives for your session:

1. _____

2. _____

3. _____

Anticipated Audio/Visual Needs: _____

Briefly describe your professional/educational experience or areas of expertise, which contribute to your involvement in this session/topic. _____

List additional presenters including name, position, college/company and email. Make sure all information is spelled correctly. _____

Note: Attach a 25 to 50-word biography (in Word paragraph form) for each presenter with this form. No resumes or CV's please. _____

Submit proposal by March 1, 2019 or call for more information:

CAPA Call for Proposals, CAPA One Capitol Mall, Suite 800 Sacramento, CA 95814

Phone (916) 669-5322 Fax (916)444-7462 Email bmcguire@amgroup.us