

Thanks for registering for the **Win More Business 2020** Workshop!

We're looking forward to spending 2 days with you, helping win at every stage of your prospect's customer journey!

We will definitely be adopting the AMI philosophy of — "you will gain in proportion to what you share" - so I'm hoping that everyone will come to the workshop ready to learn from each other and hopefully from us as well. We will also be honoring the AMI commitment to confidentiality so please come ready to get to know each other's agencies — warts and all.

**Here's everything you need to know for the workshop.**

**LOCATION:**

Disney's Grand Floridian Resort -- to make reservations, call 407-939-4686 or visit <https://mydisneygroup.com/amijan2020b>

If you call, use group code GO776090 to get the discounted room rate of \$299/night.

**SCHEDULE:**

We'll start every morning at 8:30 am with breakfast in the meeting room. We will start the actual workshop at 9 am each morning. We'll shut down on day one at 5 pm and on day two at 3 pm.

**ATTIRE:**

Please come to the workshop in casual clothes. Shorts, polos, jeans — whatever makes you comfortable. However — meeting rooms tend to be chilly and I tend to set them to chilly so you might want to bring a sweater, sweatshirt etc.

**MEALS:**

We will provide breakfast and lunch every day. You will be on your own for all dinners. We highly recommend you make dinner reservations (407-W-DISNEY) if you're going to eat on property. There are a ton of great restaurants in the monorail hotels, inside the Magic Kingdom (or other parks) or at Disney Springs.

**BREAKS:**

We know you'll need to check in with the office and voicemail, email etc. We've built a 20-minute break into both the morning and afternoon work flow, so you'll never be disconnected for more than a couple hours.

**TECHNOLOGY IN THE ROOM:**

We're okay with you bringing a laptop or iPad, etc., into the meetings but please know there will not be any dedicated internet access. We would ask that you use your technology to take notes — but not to allow yourself to be distracted with email, etc. We're counting on your active participation.

**DID I MISS SOMETHING?**

If so — give me a shout on my cell (515-822-6400) or shoot me an email at [drew@agencymanagementinstitute.com](mailto:drew@agencymanagementinstitute.com)

Thanks,

Drew  
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