NSF STEERING

Kevin Rochlitz
Baltimore Ravens

David Abrutyn

David Brown
The Ohio State University

Steve LaCroix Minnesota Vikings

Jason Bitsoff Feld Entertainment

Steve Dupee
GMR Marketing

Jim Kahler
Ohio University

David Martin
GMR Marketing

Todd Parnell
Altoona Curve

Mike Redlick Memphis Grizzlies

> Jim Bloom 5th Finger

Vic Gregovits
Cleveland Indians

J.J. Gottsch Ryan Sanders Baseba

Matt Strelo Simmons Sports Media

Dan Migala The Migala Report

Michael Stanfield New Orleans Saints

Steve Lauletta Chip Ganassi Racing Teams

Jeff EisemanRipken Professional Baseball

Wendy Grover Anaheim Ducks Hockey Club

> Bob Walker Connexions Sports & Entertainment

isth Annual 2009 NATIONAL SPORTS FORUM

greater phoenix | january 26-28, 2009

The Hottest Ideas & Niche Marketing Opportunities

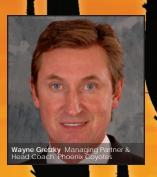
Exponential - the relationships cultivated
Exposure - your name, your brand, your business
Expand - your reach into the Industry

Cultivate your future business with the right people (who make THE decisions)









HOSTED BY:



National Sports Forum?

Yes, if you fit any part of this profile...

- You are responsible for selling season tickets, creating new revenue-generating promotions, ensuring your seats are filled and improving fan loyalty – but are looking for new program ideas that are proven to be successful.
- Advertising is a key component of your team/ organization. You want to be exposed to some of the best advertising in the Industry and get ideas that will increase your team's draw.
- You know that face to face networking creates action, and you want to strengthen existing relationships and develop new ones.
- This "down economy" is making it tough for you to create a demand for your "product". You find yourself searching for ways to leverage the current times that would help benefit your organization and your consumers.
- You want to be ahead of the game with the technology of tomorrow and utilize it to make and save your organization money 24/7.



















The NSF is...











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JAN25

SUNDAY

8:00am - 8:00pm

9:00am - 12:00pm

9:00am - 4:00pm

10:00am - 4:15pm

10:00am - 5:00pm

10:00am - 5:00pm

12noon - 5:00pm

1:30pm - 3:00pm

3:00pm - 4:00pm

4:30pm - 5:30pm

CONFERENCE REGISTRATION OPEN

2009 NSF CASE CUP COMPETITION (Semi-Finals)

MLB REVENUE MEETING (Private Session)

COLLEGE ATHLETICS MEDIA, SPONSORSHIP SALES AND MARKETING MEETING (Private Session)

NFL REVENUE MEETING (Private Session)

MAKING MONEY FROM THE WEB: What every team needs to know about digital

Ever wonder how other teams make money from the Web? Finally, a practical way for any team to make more money, and grow its fan base using the Web and other digital media. This full day symposium is recommended for sales and marketing executives, but every department will benefit. You will learn straight forward ways to use the web, mobile phones and email to connect with fans, build your brand, sell more tickets and activate sponsorships. Whether you're in sales, marketing, ticketing, sponsorships, community relations or IT, you're sure to walk away with ideas you can implement. A combination of key note speakers and expert panels with ample time for networking with peers, led by Pat Coyle, Founder of Sports Marketing 2.0 and Executive Director of Digital Business for the Indianapolis Colts. (Open to all NSF attendees.)

MILB SPECIAL MEETING (Private Session)

NSF CASE CUP COMPETITION FINALS

CASE CUP NETWORKING RECEPTION

TRADE SHOW RECEPTION (Exhibitors & NSF Steering Committee)













SAN DIEGO STATE UNIVERSITY

UNIVERSITY OF OREGON









MONDAY

JAN26

6:00am - 6:00pm

7:30am - 8:50am

9:00am - 9:30am

9:30am - 10:45am

10:45am - 11:00am

11:00am - 12:15pm

CONFERENCE REGISTRATION OPEN

NEWCOMERS BREAKFAST (led by Bob Voight, National Sports Forum)

OPENING CEREMONIES

OPENING KEYNOTE SPEAKER

Bud Selig, Commissioner, MLB



COFFEE BREAK

BREAKOUT SESSION 1

Advertising: The 2009 NSF ADchievement Awards Finalist Showcase

Ron Seaver, President, National Sports Forum

Marketing: Partnering with your Sports Commission

Jon Schmieder, President, Phoenix Regional Sports Commission

Ticket Sales: Curbing No Shows

Mike Stanfield, VP Ticket Sales & Suite Sales, New Orleans Saints

Sr. Management: Keeping it Green! - Generating Revenue and Giving Back at the Same Time

Len Komoroski, President, Cleveland Cavaliers & Quicken Loans Arena

Technology: Digital Cash – Stop Throwing in your Website, How to Generate Revenue from your Digital Assets

Pat Coyle, President, Coyle Media

Exhibitors: Getting the Most Out of the 2009 Sports Forum

Matt Strelo, Simmons Sports Media

General: Delivering Seven Star Customer Service – Starting at the Top to Impact the Bottom Line

Ruby Newell Legner, Ruby Speaks, Inc.

12:15pm - 2:00pm : **TRADE SHOW OPEN**

Lunch in the Trade Show Hall



























Bud Selig Commissioner Ron Seaver President National Sports Forum Jon Schmieder
President
Phoenix Regional
Sports Commission

Mike Stanfield
VP Ticket Sales & President, Cle
Suite Sales Cavaliers & C
New Orleans Saints Loans Arena

Len Komoroski
President, Cleveland
Cavaliers & Quicken
Coyle Media

Matt Strelo Simmons Sports Media Ruby Newell Legner Ruby Speaks, Inc Michael Humes
Managing Partner
Pinnacle
Enterprises

Jeff Eiseman Vice President Ripken Professional Baseball

David Rubinstein President Sell Like Hell, Inc.

MONDAX

2:00pm - 3:15pm

BREAKOUT SESSION 2

Sponsorship Sales: Driving New Revenues

Michael Humes, Managina Partner, Pinnacle Enterprises

General: The Strategic Art of Creating Demand ...especially when your "product" isn't getting it done!

Jeff Eiseman, Vice President, Ripken Professional Baseball

Ticket Sales: Now that they're hired, how do I make 'em better? - How smart managers can make their sellers better

David Rubinstein, President, Sell Like Hell, Inc.

Sr. Management: Dare to Prepare: How to Win Before you Begin!

Ron Shapiro, President, Shapiro Negotiations Institute

Marketing: Insights from Pit Lane - Motorsports Sales & Marketing strategies that will put you miles ahead of your Competition

Steve Lauletta, President, Chip Ganassi Racing Teams, Inc. Exhibitors: One-on-One with tomorrow's "decision makers"

Desirée Guenther, National Sports Forum

Technology: Next-Generation Sports and Entertainment Venues

Tracy Hughes, Global Lead, Cisco Sports and Entertainment

3:15pm - 3:45pm

3:45pm - 5:15pm

AFTERNOON BREAK

"AND NOW A WORD FROM OUR SPONSORS..." Super Panel Presented by Daktronics



Moderator: Bill Sutton, DeVos Sport Business Program, University of Central Florida Panelists:

Michael McGough, Group Director, Local Media Buying & International, Busch Media Group, Inc. A subsidiary of Anheuser-Busch, Inc.

Ray Katz, Managina Director, Sports Marketina, OMG Entertainment & Sports' Optimum Sports

Troy Morrison, West Region Sponsorship Manager, U.S. Bank

Additional panelists to be announced

Post-panel: A few words from David Wasserman, President, Picture U Promotions

5:30pm - 8:30pm

NSF OPENING NIGHT IN THE TRADE SHOW - Presented by Picture U Promotions





























Ron Shapiro President Shapiro Negotiations Institute

Steve Lauletta President Chip Ganassi Racing Teams, Inc.

Desirée Guenther National Sports

Tracy Hughes Global Lead Cisco Sports and Entertainment

Bill Sutton, DeVos Sport Business Program, University of Central Florida

Michael McGough Group Director, Local Media Buying & International, Busch Media

Managing Director, Sports Marketing OMG Entertainment & Sports Optimum Sports

President **PictureU** Promotions

TUESDAY

IAN27

BANSHEE MUSIC

6:00am - 6:00pm 8:30am - 9:30am

9:30am - 10:45am

10:45am - 11:00am

11:00am - 12:15pm

CONFERENCE REGISTRATION OPEN

OPFNING RFMARKS

Announcement of 2009 NSF Case Cup Winner

Screening of 2009 NSF ADchievement Awards – TV Finalists

"BLENDING OF SPORTS & ENTERTAINMENT" - Super Panel Presented by Banshee Music

Moderator: **Dennis Mannion**, COO, Los Angeles Dodgers

Panelists:

Rob Light, Managing Partner, Creative Artists Agency

Kevin Lyman, Founder, Vans Warped Tour

Andrew Bangs, Community Marketing Specialist, YouTube Bob Wagner, Sr. VP & CMO, Anaheim Ducks & Honda Center

Ryan Heuser, Director of Operations, Banshee Music

COFFEE BREAK

BREAKOUT SESSION 3

Marketing: Best Practices - What's In YOUR Toolbox?

Moderator: Mike Tatoian, Executive Vice President, Dover Motorsports, Inc.

Panelists:

Jason Hartlund, Vice President, Brewers Enterprises, Milwaukee Brewers

Kerry Bubolz, EVP - Corporate Sales, Broadcasting & Minor League Operations, Cleveland Cavaliers & Quicken Loans Arena

Mark Rossi, Vice President of Corporate Sales and Marketing, Dover Motorsports, Inc.

Fan Entertainment: Generating Revenue 24/7 – 365 in the Sports Business

Will Ellerbruch, Large Sports Venue Sales, Daktronics

Ticket Sales: Best Practices - The All-Star Sales Force: Finding, creating, motivating & keeping your \$ales Superstars

Brent Stehlik, Vice President, Ticket Sales & Service, Arizona Diamondbacks

Flavil Hampsten, Vice President of Ticket Sales, Phoenix Coyotes

Sponsorship Sales: The Sponsor's Perspective

Jim Kahler, Executive Director - Center for Sports Administration, Ohio University

Sr. Management: Building a multi-faceted Sr. Management Team

Chuck Greenberg, Owner, Greensons Baseball General: The 2009 NSF Case Cup Recap

AJ Maestas, President, Navigate Marketing

12:30pm - 2:00pm

TRADE SHOW OPEN

Lunch in the Trade Show Hall





























Dennis Mannion COO Los Angeles Dodgers

Rob Light Managing Partner Creative Artists Agency

Kevin Lyman Founder Vans Warped Tour

Andrew Bangs Community Marketing Specialist

Bob Wagner Sr. VP & CMO Anaheim Ducks & Honda Center

Ryan Heuser Director of Operations Banshee Music

Mike Tatoian **Executive Vice** President Dover Motorsports, Inc.

Jason Hartlund Vice President Brewers Enterprises, Milwaukee Brewers

Kerry Bubolz EVP - Corporate Sales Broadcasting & Minor League Operations Cleveland Cavaliers & Quicken Loans Arena

Mark Rossi VP of Corporate Sales & Marketing Dover Motorsports,

Will Ellerbruch Large Sports Venue Daktronics

12:30pm - 2:00pm

INNER CIRCLE LUNCHEON AT THE FORUM (Inner Circle members only)

Jeff Moorad, General Partner and CEO, Arizona Diamondbacks



2:00pm - 3:15pm

3:15pm - 4:45pm

5:00pm

BREAKOUT SESSION 4

Technology: Creating Interactive Conversations: The Meeting Point where Ticket Sales & Marketing come together

Sundeep Kapur, VP of Strategic Marketing, NCR eCommerce John Curnutt, Business Development Manager, NCR eCommerce

Sponsorship: PROVE IT: Uncovering the Secrets of Sponsorship ROI

AJ Maestas, President, Navigate Marketing

Marketing: "Pimp" My Venue: Maximizing your Stadium/Arena Real Estate

Steve Dupee, Sr. Director - Sports, GMR Marketing

Ticket Sales: Selling in a Down Economy

KEYNOTE SPEAKER

Vic Gregovits, Sr. VP Sales & Marketing, Cleveland Indians

Todd Parnell, General Manager, Altoona Curve

Advertising: The Perfect Fit - Everything you wanted to know (...but were afraid to ask...) about working with your Ad Agency!

Michael Williams, VP Marketing, San Francisco 49ers Sr. Management: But Who's Managing YOUR Career??

Mark Tudi, President, SPORTSEARCH Andy Dolich, COO, San Francisco 49ers

Academic: The Ultimate Intersection - Academics and Industry Professionals Identifying AND Solving Industry Issues

Moderator: Bill Sutton, DeVos Sport Business Program, University of Central Florida Panelists:

Jim Kahler, Executive Director- Center for Sports Administration, Ohio University Gregg Bennett, Associate Professor - Sport Management, Texas A&M University Richard Irwin, Professor & Director, University of Memphis

THE 2009 SAMMY AWARD

THE BUDWEISER GALA

Presented by **Budweiser** Hosted by: The Arizona Cardinals Football Club

KEYNOTE SPEAKER

Michael Bidwill, President, Arizona Cardinals Football Club





























Brent Stehlik Vice President Ticket Sales & Service Diamondbacks Flavil Hampsten Vice President of Ticket Sales Phoenix Coyotes

Jim Kahler **Executive Director** Center for Sports Administration Ohio University

Chuck Greenberg Owner Greensons

AJ Maestas President Navigate Marketing

Jeff Moorad General Partner and CEO Arizona

Sundeep Kapur VP of Strategic Marketing NCR eCommerce

John Curnutt, Business Development Manager NCR eCommerce **Steve Dupee** Sr. Director Sports GMR Marketing

& Marketing Cleveland Indians Andy Dolich San Francisco

WEDNESDAY

6:00am - 12:00noon

9:00am

9:30am - 11:00am

11:00am - 12:30pm

12:30pm - 2:30pm

CONFERENCE REGISTRATION OPEN

OPENING REMARKS

Presentation of 2009 NSF ADchievement Awards

"VIEW FROM THE TOP" - Super Panel

Moderator: Abe Madkour, Executive Editor, Sports Business Journal Panelists:

Mike Bucek, Executive VP & Chief Marketing Officer, Phoenix Coyotes

Kevin Payne, President & CEO, DC United Rick Welts, President & CEO, Phoenix Suns

Pat O'Conner, President, Minor League Baseball

Ron Minegar, Executive Vice President/Chief Business Officer, Arizona Cardinals Football Club

TRADE SHOW OPEN - TAKING 10 in the TRADE SHOW

BEHIND THE SCENES TOUR & LUNCHEON OF JOBING.COM ARENA

Hosted by: Phoenix Coyotes

WELCOME ADDRESS: Wayne Gretzky, Managing Partner & Head Coach, Phoenix Coyotes



Doug Moss, Chief Operating Officer, Phoenix Coyotes































Mark Tudi SPORTSEARCH

Richard Irwin Professor & Director University of

Gregg Bennett Associate Professor Sport Management

President Arizona Cardinals Football Club

Doug Moss Chief Operating

Mike Bucek Executive VP & Chief Marketing Officer

Executive Vice President/Chief **Business Officer** Arizona Cardinals

Football Club

Rick Welts President & CEO Phoenix Suns

Kevin Payne President & CEO DC United

2009 NSF Trade Show

The Renaissance Glendale Hotel's space offers maximum visibility for the National Sports

Forum Trade Show!!

Due to popular demand, we've had unprecedented sales for the trade show. In turn, we've opened additional booth locations ---If you would like to exhibit, you can still register for a booth today -- Contact Bob Voight at 800 232 3133 ext 206.

Regular Registration

(Ends December 31, 2008)

Single booth - \$2695

- Booth Selection (8x10 booth)
- 2 All Access Badges
- Special Exhibitor Breakout Sessions
- NSF pre-conference mailing list
- Company description and logo featured on NSF website and in the NSF Official Program on-site

Double booth - \$4195

- (8x20 booth)
- Includes everything above plus 2 additional badges (a total of 4 badges)

Vendor+ Program - \$5000

- Trade Show Booth (includes one 8X10 booth)
- Additional Attendee Badges Two extra badges (A total of 4 badges)
- NSF Newswire Ads Four (4) quarter page ads in the NSF quarterly alumni newsletter
- Preferred listing on our NSF website
- Opportunity to put a sample or a flyer in NSF registration packet

(Please note: The National Sports Forum offers no product or service category exclusivity.)

For more information and pricing details please contact: Bob Voight 800 232 3133 ext 206 Desiree Guenther 800 232 3133 ext 207

Desiree Guenther 800 232 3133 ext 207

Exhibitor Set-Up

Sunday, January 25, 2009 Time: 12noon - 6:00pm (Exhibitor Welcome Cocktail reception is 4:30pm - 5:30pm in the Trade Show Hall)

Monday, January 26, 2009 Time: 8:00am - 11:00am



27B 33B 39B 45B

MAIN ENTRANCE

NSF Trade Show Hours

Monday, January 26, 2009 Time: 12:15pm - 2:00pm Monday, January 26, 2009 Time: 5:30pm - 8:30pm Tuesday, January 27, 2009 Time: 12:30pm - 2:00pm Wednesday, January 28, 2009 Time: 11:00am - 12:30pm



Hotel Information

The brand new Renaissance Glendale Hotel & Spa will be our host hotel for the 2009 National Sports Forum. Its location couldn't be any better...a short walk to University of Phoenix Stadium, Jobing.com Arena and Westgate City Center, this hotel offers the best accommodations for NSF Attendees.

We have a block of rooms exclusively for National Sports Forum attendees at \$219 per night. Reservations can be made online at:

http://cwp.marriott.com/phxgr/natlsportsforum/ or by phone: 800-468-3571

We like competition at The National Sports Forum!

Awards to be presented Jan 26-28, 2009 in Greater Phoenix, Arizona!





2009 ADchievement Awards

Now entering their sixth year, the ADchievement Awards are the premier sports advertising awards and the only awards program focused 100 percent on sports-themed advertising. Over 500 submissions in eight different categories will have been narrowed down to six finalists in each category and the winners will be determined by YOU! Come to the ADchievement Awards Finalist Showcase during the first breakout session to see the top campaigns and to cast your ballot for the winners.



2009 SAMMY Award

The NSF SAMMY Award recognizes the best Sales, Advertising, Marketing, & Management idea of the Year by asking three simple questions: What was your objective? What action did you take to accomplish that objective? What were the results of that action?

After all the submissions have been reviewed, six finalists will be asked to present their organization's number one idea from the past year in a special session on Tuesday. Everyone in attendance will get to cast their vote and decide who the winner is!



2009 Case Cup Competition

Sports MBA and Masters students from eight of the nation's top programs will compete in the third annual NSF Case Cup Competition. Teams will have 24 hours to prepare a solution to a multidisciplinary case study and present their findings to a panel of judges.

























NSF INNER CIRCLE

Highlighted benefits...

Year-round Benefits:

- Exclusive Inner Circle monthly content (including recorded CDs of the best breakout sessions at the NSF)
- Access to the exclusive Inner Circle website with resources and revenue generating ideas (ie: Taking 10 interviews, Vendor Showcase, membership direc tory, complete archives of all Selling It articles and IC features, & NSF Breaking News updates before released to the public)
- Priority space selection: Members that are vendors receive front of the line early booth selection for future Forums (before the general public)



Benefits at the NSF:

- Preferential Reserved Seating for IC members in the general session main ballroom (definitely a perk when Bud Selig kicks everything off on Monday!)
- Inner Circle members-only Luncheon at the Forum with special keynote speaker, Jeff Moorad, General Partner & CEO, Arizona Diamondbacks
- Private members-only Inner Circle Lounge at the Forum perfect for escaping the crowd, conducting private meetings, checking email & to grab a refreshment

Note: as an Inner Circle member you also receive \$150 off your NSF conference registration each year and two \$50 discount certificates to share with your colleagues



Inner Circle Luncheon at the Forum **Keynote Speaker:**

Jeff Moorad General Partner & CEO Arizona Diamondbacks



NSF Salutes its Sponsors



The way to live marketing >>>











Hosted bu:



| Jan 26-28, 2009 |





Expiration date: American payable to Seaver Marketing Group ■ Mastercard as it appears on card: Printed name exactly Organization elephone:



For Speaker Updates www.sports-forum.com