



NAID 2016

annual conference and expo

APRIL 7-9, 2016 | ORLANDO, FLORIDA

April 7-9, 2016

Renaissance Orlando at SeaWorld

Why Attend?

The secure destruction industry is changing. Our industry professionals need new skills, new information, new tactics and new strategies to grow and succeed. Those who are prepared to invest in themselves and their company should attend NAID 2016. The type of education and networking offered at NAID 2016 is unparalleled.




Keynote Speaker



The National Association for Information Destruction (NAID) is proud to announce that **Captain Richard Phillips** will be a keynote speaker at its annual conference next April in Orlando, Fla. Phillips is attributed with heroic actions and quick thinking at the helm of a cargo ship hijacked by Somali pirates in 2009. The world has since come to learn of his ordeal and heroism in the 2013 Oscar®-nominated hit movie titled "Captain Phillips" starring Tom Hanks. Don't miss this reluctant hero's compelling story and the lessons that can help attendees survive and thrive!



A sample of the content awaiting you at NAID 2016



All in the Family: Working with family and friend and transitioning to the next generation
Becoming NAID Certified in 2016: Tools and programs to make it easy
Building a Successful National Sales Network: Lessons from Industry Experience on Models that Work
Capitalizing on the Emerging Electronic Data Destruction Opportunity
Coaching Sales People into Sales Champions
Digital Marketing (Part 1): An Up-to-date Review of SEO and Internet Advertising Strategies
Digital Marketing (Part 2): Converting Online Leads with Maximum Effectiveness
Getting the Most from your NAID Membership
How Am I Doing? Industry KPIs and Financial Analysis
How to Keep Customers and How it's the Best Strategy for Adding New Ones
How to Read a Financial Statement
Increasing Sales through NAID AAA certification and Downstream Data Coverage
Maximize Profit with Effective Pricing Strategies
Maximizing scrap revenue today and tomorrow
Medical Waste Hauling: Here's What it Takes to Succeed
Operational Fundamentals of Commercial Records Center
Overcoming today's biggest data destruction sales challenges
Safety: Protecting the Employee and the Bottom Line
Security in Transit: Reduce Liability and Increase Sales
Surviving A Security Incident
The Customers' Perspective: Buying Group Leaders Give Insights on Decision Makers' Challenges
The Impact of Destruction Industry Consolidation on Growth and Valuations
Using Technology to Maximize Profit





Networking



Truck Lot Party



Receptions



Golf Tournament

The NAID Annual Golf Tournament will take place on Wednesday, April 6, 2016 at the Hawk's Landing Golf Club. Hawk's Landing Golf Club spans over 220 acres. It is a 18-Hole Championship Golf Course that was designed by golf architect Robert Cupp Jr. He wanted to create the perfect setting for challenging golf and a scenic blend of native Florida Wildlife and tropical vegetation.



Accent Wire Products

Advanced Equipment Sales

All Source Security Container Mfg. Corp

Allegheny Shredders

Alpine Shredders Limited

American Baler Company

American Container Equipment & Supplies

Amer-Shred Corp

Andrews Software, Inc.

AXO Shredds, Inc.

Babaco Alarm Systems, Inc

BestHire

Cavert Wire Company

Coastal Wire Company

Commodity Resource & Environmental Inc.

Cook Paper Recycling Corporation

Crawford Thomas Recruiting Service

Data Security, Inc.

DesertMicro

DHS Worldwide Software Solutions

DocuData Software, Inc.

Downstream Data Coverage

Extreme Protocol Solutions

EZshred Software System

FIRELOCK Fireproof Modular Vaults, LLC

Guardian Data Destruction, Inc.

Garner Products, Inc.

Hallco Industries, Inc

HSM of America, LLC

Intek Truck & Equipment Leasing

IT Service Professionals

Jake, Connor & Crew Inc

JT Environmental Consulting

KEITH Mfg., Co.

Lock America, Inc.

Merit Profiles Background Screening

NAID

NetGain SEO

O'Neil Software, Inc

Prime Compliance

Pryomet Recycling

Rapid Distributing

REB Storage Systems, Intl

RouteOptix, Inc.

Saffey Vision, LLC.

SCA Tissue NA/ American Fiber Svcs.

Secure Data Ltd.

Shred Nations

Shredfast, Inc./ShredSupply, Inc.

Shred-Tech

Toter

TransLease, Inc

UltraShred Sales & Services, LLC

United DMS

Vecoplan, LLC

Yodle





NAID 2016

annual conference and expo

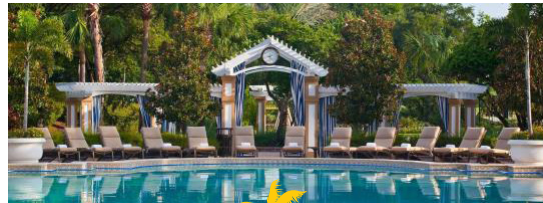
Register today by visiting www.naidconf.org

Advanced savings expire Feb. 18.



Renaissance Orlando at SeaWorld®

6677 Sea Harbor Drive | Orlando, Florida 32821



#NAID2016



www.naidconf.org



NAID 2016

annual conference and expo

April 7-9, 2016

Sponsors

Shred-Tech

Hotel Keycards and Block Party Sponsor

Recall Corporation

Evening Reception Drink Sponsor

Shred-it

Main Keynote Speaker Sponsor

EZshred, LLC

Directional and Schedule Signage Sponsor

O'Neil Software, Inc.

Name Badge Lanyard Sponsor

Vecoplan, LLC

Annual Golf Tournament Sponsor

American Baler Company

Refreshment Breaks Sponsor

Allegheny Shredders

Conference Mobile App Sponsor

Andrews Software, Inc.

Session

Prime Compliance

Session

Waking Up Workplace

Session

