

Wednesday Schedule	Chesapeake Classroom	Potomac Classroom	Cirrus A Classroom	Cirrus B Classroom	Cirrus C Classroom	Cirrus D Classroom	Rockbridge Classroom	Layton Classroom
9:00 – 9:55	EXHIBIT HALL OPENS AT 10:00 AM		<u>Round Table - Retail Discussion</u> 9:00 – 10:00	EXHIBIT HALL OPENS AT 10:00 AM				
10:00 – 10:55						<u>DYE Tech Class</u>	<u>OPENING a SAFE PAINTBALL FIELD</u> <i>by Bob McGuire</i>	
11:00 – 11:55	<u>PLANET ECLIPSE EMEK/ETHA2 /CS2 Tech Class</u>	<u>GOG ENMEY Tech Class</u>			<u>FIRST STRIKE T15 Tech Class</u>	<u>2 Hours</u> 10:00-11:55		<u>PAINTBALL MKTG – YOUR 2019 GUIDE TO PAINTBALL SEO & MARKETING</u> <i>by Kevin Mahoney</i>
12:00 – 12:55	<u>Lunch Provided</u>	<u>1 ½ Hours</u> 10:30-11:55	<u>INDUSTRY LUNCHEON</u> <u>Cirrus A Classroom</u>					
1:00 – 1:55		<u>3 ½ Hours</u> 10:30-1:55		<u>(Registration required, cost \$25, includes box lunch)</u> <u>2 Hours</u> 12:00-1:55				
2:00 – 2:55		<u>DXL-LUXE Tech Class</u>			<u>VIRTUE SALES & MARKETING – How your store can beat Amazon</u>		<u>6 ADVANTAGES YOUR STORE HAS OVER the INTERNET</u> <i>by Rusty Glaze</i>	
3:00 – 3:55		<u>1 ½ Hours</u> 2:00-3:30				<u>EMPIRE SYX Tech Class</u> <i>by Ross Jones from G.I. Sportz</i>		<u>PEV'S – MAXIMIZING YOUR REVENUE OPTIONS</u> <i>by Mike "Pev" Peverill</i>
4:00 – 4:55	<u>PLANET ECLIPSE EMEK RENTAL & PAL LOADER SYSTEM Tech Class</u> <i>(limited to field owners)</i>				<u>12 MISTAKES YOU COULD BE MAKING AT YOUR FIELD</u> <i>by Larry Dague</i>		<u>1 ½ Hours</u> 3:30-4:55	<u>GET BEHIND THE CURTAINS AT BOSTON PAINTBALL</u> <i>by Anthony Vitale</i>
5:00 – 6:00	<u>1 ½ Hours</u> 4:00-5:30							
Revised – Jan. 31, 2019	Show Closes @ 6:00	Show Closes @ 6:00	Show Closes @ 6:00	Show Closes @ 6:00	Show Closes @ 6:00	Show Closes @ 6:00	Show Closes @ 6:00	Show Closes @ 6:00

To view a Class, Seminar, or Session description, click on underlined text in box. Classes that are in *Italics* are part of the [Class/Session Package](#).