



SCHEDULE OF EVENTS

All times CST

Tuesday, Nov 17

1:00 pm-5:00 pm

Committee Meetings

Full schedule of committees and locations to be published by October 15, 2020

5:00 pm-6:00 pm

Board Meeting

Open to all PSAI members

6:00 pm-7:30 pm

Board Happy Hour

Join the Board for games, prizes and great conversation while you sip your favorite beverage from the comfort of your home or office

Wednesday, Nov 18

Exhibits open 4:30 to 6:30 pm; other times by appointment

10:00 am-11:00 am

Welcome and Keynote: How to Reimagine Your Business for the COVID-19 Economy

The world may never be the same. Now is not the time to "wait" until normal comes back. Small business expert Barry Moltz teaches how to reimagine your business with the assets, skills and relationships you currently have and match them to what your customers need now.

11:00 am-11:30 am

Break/Exhibitor Playground

11:30 am-12:30 pm

Topical Roundtables I

- Choose from a variety of portable sanitation-related focus areas and join the discussion. A full list of roundtable topics is available on psai.org/2020-virtual-convention-and-trade-show

12:30 pm-1:00 pm

Break/Exhibitor Playground

1:00 pm-2:30 pm

Learning Tracks I

- Operations Track:** Portable Sanitation Excellence on Worksites (with or without COVID-19)
- Management Track:** Fleet Safety Part I – Best Practices in Creating Your Fleet Safety Program
- Sales/Office Track:** Improving Your Inside Sales and Customer Service

2:30 pm-3:00 pm

Break/Exhibitor Playground

3:00 pm-4:00 pm

Topical Roundtables II

- Choose from a variety of portable sanitation-related focus areas and join the discussion. A full list of roundtable topics is available on psai.org/2020-virtual-convention-and-trade-show

4:00 pm-4:30 pm

Innovation Forum

Just before we kick off the trade show, join some of our exhibitors as they share the latest developments and newest products in their areas of expertise. It's like "speed dating" with a portable sanitation twist.

4:30pm-6:30 pm

Exhibit Hall Open

Now's the time to visit our exhibitors at their virtual booths. You'll learn about their products, discover show discounts, and collect badges that add up some cool prizes at the end of the show.

Thursday, Nov 19

Exhibits open 8:30 am -10:00 am; 4:30 to 6:30 pm; other times by appointment

8:30 am-10:00 am

Exhibit Hall

Whether it's early or late where you live, there's always a time that is right to visit our exhibitors at their virtual booths. You'll learn about their products, discover show discounts, and collect badges that add up some cool prizes at the end of the show.

10:00 am-11:00 am

Welcome and Keynote: New Standards, New Future for Portable Sanitation and Nonsewered Waste Systems

Portable sanitation is always evolving. Learn about the new equipment technologies and strategies for waste disposal that are being created to help companies and communities better address the challenges they face. This is a peek into the future!



Thursday, Nov 19 (continued) Exhibits open 8:30 am -10:00 am; 4:30 to 6:30 pm; other times by appointment

11:00 am-11:30 am	Break/Exhibitor Playground
11:30 am-12:30 pm	Topical Roundtables III <ul style="list-style-type: none"> • Choose from a variety of portable sanitation-related focus areas and join the discussion. A full list of roundtable topics is available on psai.org/2020-virtual-convention-and-trade-show
12:30 pm-1:00 pm	Break/Exhibitor Playground
1:00 pm-2:30 pm	Learning Tracks II <ul style="list-style-type: none"> • Operations Track: Portable Sanitation Excellence and Special Events (with or without COVID-19) • Management Track: Fleet Safety Part II – Recordkeeping and Liability Management • Sales/Office Track: The Art of Outstanding Sales Performance
2:30 pm-3:00 pm	Break/Exhibitor Playground
3:00 pm-4:25pm	HOLLways These hands-on learning labs will run concurrently in three 30-minute sessions (3:00 pm-3:25 pm; 3:30 pm-3:55 pm; and 4:00 pm-4:25 pm). Choose the topics that matter most to you and your company. <ul style="list-style-type: none"> • Navigating DOT roadside safety inspections • Sink options for winter – and beyond • Choosing the best truck for the job • ADA compliance and issues in portable sanitation • Customer/employee communication in the COVID-19 world • Handling COVID-19-related HR issues to boost safety and morale • Trailer evolution for the “new normal”
4:30 pm-6:30 pm	Exhibit Hall Last chance to visit our exhibitors at their virtual booths and collect badges that add up some cool prizes at the end of the show. Doesn't work for you? Make an appointment to see your favorite exhibitors any time. Details to follow!

Friday, Nov 20 Exhibitors available by appointment

10:00 am-11:00 am	Welcome and Workshop-The Cost of Doing Business (Part I) Make more money than you spend and you're successful, right? Maybe or maybe not. This workshop will help you go deeply into the various cost drivers for portable sanitation companies. We will examine ways to manage and account for those costs so that you can set prices that effectively reflect your business strategy (low cost leader versus value differentiation) and maximize your cash flow options.
11:00 am-11:15 am	Break
11:15 am-12:15 pm	The Cost of Doing Business Workshop (Part II)
12:15 pm-12:30 pm	Break
12:30 pm-1:30 pm	Topical Roundtables IV <ul style="list-style-type: none"> • Choose from a variety of portable sanitation-related focus areas and join the discussion. A full list of roundtable topics is available on psai.org/2020-virtual-convention-and-trade-show
1:30 pm-2:00 pm	Finale: 2020 Awards and Grand Prize Announcements