

National

TUPSSO

Franchise Owners

“Rise Together Reception”

Marriott Marquis San Diego Marina
333 W Harbor Dr., San Diego CA 92101

July 9th, 2020



Attend the

“Rise Together Reception”

Sponsored by

National TUPSSO Franchise Owners Association

At the

**Marriott Marquis San Diego Marina
333 W Harbor Dr., San Diego CA 92101**

The UPS Store 2020 Convention, July 8-11

Location: Manchester Grand Hyatt, San Diego CA – Right next door to the Marriott – 1 minute walk

Rise Together and

Take Advantage of The Association Principals

to Cut Costs, Increase Sales, Make More Money; in Action.

Experience The Association

Meet other owners that work closely together in a positive way,

See The Association in Action

Come and see how the Association Works

Join in Meeting other members

**Talk with other members that have benefited from
membership in the Association**

Reunite with members across the country

Get reacquainted with friends and family!

Date-Time of Event

5:30 PM to 9:30 PM, July 9, 2020

Event Highlights

\$10,000 in Prize Giveaways

Food and Beverages will be served throughout the evening.

Association Techno Clinic Presentations

Vendor Show Presentations

Association Information Provided

Who is invited

Event open to all The UPS Store Owners/Managers

RSVP Appreciated to let us know you will be attending [Click Here](#)



Schedule of Events
5:30 PM to 9:30 PM, July 9, 2020
Rise Together Reception

5:30 - 9:30 Doors Open, Welcome Gift for the first 250 Owner Groups.

5:30 - 9:30 Vendor Select Partner Show Presentations
Freight Options, Social Media Marketing, Banking Solutions, Lease negotiations, Print Solutions, Newest Equipment, Insurance Options, Office Supplies, Health Care, Impulse Sales, Security Options, and More!

6:00 – 8:00 Food, Beer and Wine, and a Dessert Bar

**5:30 - 9:30 Techno Clinic Workshop/Presentation –
Print Application Lab and Training - LexJet and Cannon Main Auditorium**
The application lab and training will be set up into 9 stations each with 10-15 minute presentation. These will include the following topics: ROI on a Canon printer purchase; Gallery Wraps and Canvas Prints; Banner Stands; Banner Grommets; Window Graphics; Canon Printer Suite (technical to high end graphics); Stickers and Decals/cutting equipment; Photos and invitations; Wall Murals and Wall Graphics; Using Microsoft Office to send files to your printer.

**6:00 - 6:45 Techno Clinic Workshop/Presentation –
Print Sales Made Easy - “60 Minute Printing Bootcamp” Room 16**
Presented by Peter Ebner, the Industry’s leading Print Sales Trainer and the National TUPSSO FOA. As author of the industry's best seller **Breaking the Print Sales Barrier**, Peter presents over 200 talks, seminars and in-house training programs each year. His articles on developing powerful selling skills are published regularly and his sales management newsletter is read by thousands. What makes his seminars and training programs so effective is his extensive hands-on experience in the printing industry

6:45 - 7:30 Techno Clinic Presentation – To Be Announced Room 17

**7:30 - 8:15 Techno Clinic Workshop/Presentation –
Legal Symposium – “Know your Rights” Room 16**
A presentation will be offered detailing your rights within the franchise agreement. What are some of the more important areas of the franchise agreement that owners need to know more about? What is a breach of the franchise agreement? What are my rights when it comes to a breach? How do I fix or “cure” a breach? What if I don’t agree with the breach? When should I seek legal counsel concerning my business and the franchise agreement? Can I lose my business? Are there things I can do to prevent legal issues? The rules seem to change even though I am on the same franchise agreement, is that legal? Who determines when I am required to change something about my store?

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Techno Clinic Presentations

July 9, 2020

Rise Together Reception

5:30 - 9:30 Techno Clinic Workshop/Presentation – Print Application Lab and Training LexJet and Cannon

The application lab and training will be set up into 9 stations each with 10-15-minute presentation. These will include the following topics: ROI on a Canon printer purchase; Gallery Wraps and Canvas Prints; Banner Stands; Banner Grommets; Window Graphics; Canon Printer Suite (technical to high end graphics); Stickers and Decals/cutting equipment; Photos and invitations; Wall Murals and Wall Graphics; Using Microsoft Office to send files to your printer.

The newest products will be discussed including new printer models, The LexJet EDGE program, Image Print Software, and the 24 in Graphtec Cutter.

Lexjet and Cannon will present a print application lab and training open house throughout the evening. Guests will be able to sit through the presentations they are interested in and can take samples and information from each station. Lexjet and Cannon will run specials throughout the evening on products and printers.

6:00 - 6:45 Techno Clinic Workshop/Presentation – Print Sales Made Easy - “60 Minute Printing Bootcamp” Room 16

Presented by Peter Ebner, the Industry’s leading Print Sales Trainer and the National TUPSSO FOA. As author of the industry's best seller **Breaking the Print Sales Barrier**, Peter presents over 200 talks, seminars and in-house training programs each year. His articles on developing powerful selling skills are published regularly and his sales management newsletter is read by thousands. What makes his seminars and training programs so effective is his extensive hands-on experience in the printing industry.

His programs not only reflect his personal experience, selling printing for over 10 years, but also the experience of the 60,000 salespeople he has trained. As a professional sales trainer and marketing consultant with over **25 years of industry experience**, Peter knows the challenges selling printing presents and he'll show you how to land more jobs.

You'll be pleased to discover that Peter's powerful programs contain no theory or motivational hype. Instead you'll discover the proven and tested techniques that North America's top income earners are already using to grow rich selling printing.

6:45 - 7:30 Techno Clinic Presentation – To Be Announced Room 17

7:30 - 8:15 Techno Clinic Workshop/Presentation – Legal Symposium – “Know your Rights” Room 16

A presentation will be offered detailing your rights within the franchise agreement. What are some of the more important areas of the franchise agreement that owners need to know more about? What is a breach of the franchise agreement? What are my rights when it comes to a breach? How do I fix or “cure” a breach? What if I don’t agree with the breach? When should I seek legal counsel concerning my business and the franchise agreement? Can I lose my business? Are there things I can do to prevent legal issues? The rules seem to change even though I am on the same franchise agreement, is that legal? Who determines when I am required to change something about my store?

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