Friday, January 27, 2017

8:15 AM-9:30 AM

**KEYNOTE**

Letting Go of the Way it Has Always Been Done
What businesses are leading their industry in this new, digital world we’re all a part of? Clearly, it’s not the companies who insist on ‘doing it the way it has always been done.’ In this inspiring talk, Marcus Sheridan shows powerful examples of companies that are reinventing their space and breaking all the “traditional” rules of business, and how they are having dramatic results in the process.

Speaker: Marcus Sheridan, The Sales Lion

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9:45 AM-10:45 AM

**BREAKOUT SESSIONS**

**Marine Law/Best Practices**
Admittedly this is not a particularly glamorous subject in the marina and boatyard business, but maritime lawyer and law professor Dennis Nixon will discuss the five most important clauses that should be in every customer contract. As the senior instructor for the International Marina Institute, Dennis has reviewed hundreds of marina contracts to help marine businesses utilize every tool the legal system offers. All of his examples come from reported court decisions where marina clauses have come under scrutiny. Bring along a copy of your contracts and see how they compare with the best practices from around the country.

Speaker: Dennis Nixon, Professor, University of Rhode Island and Director, RI Sea Grant

**Preparation for Upcoming Changes to Marine Electrical Safety**
The National Fire Protection Association is presently studying proposed changes to the National Electrical Code as relates to marinas and boatyards. These changes have been driven by several tragic deaths and injuries related to electrical current flow through the water. This seminar is relevant to any marina or boatyard with electric power available to boats or near the water, whether the marina owner is concerned for the safety of his clients and employees or wishes to protect their enterprise from legal liability.

Speaker: James Cote, Cote Marine, LLC

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**Fire... No Catchy Title Needed**
Fires in boatyards and marinas are typically devastating. It is important to understand the science of fire. This session will examine the physical factors leading to such devastation and will take a well needed close look at the environmental, personal and financial toll that smolders long after the flame has been extinguished. It is critical for marinas to educate their customers and employees on fire safety issues and prevention practices, to communicate with their fire departments, and to have all the right equipment on-site should a fire erupt.

Speaker: Kellie Crete, Gowrie Group