MONDAY JANUARY 22

	9:00AM	10:00AM	11:00AM	12:00-1:00PM	1:10PM	2:10PM	3:10PM	4:00-6:00PM
Arboriculture	Tree and Shrub Pests Encountered on a Lansing Neighborhood Walk *Dr. Dave Smitley* 201-202	An Introduction to Consulting Work *Vic Foerster* 201-202	Decision-Making Time *Vic Foerster* 201-202	**Grow Your Knowledge** **Featuring an introduction to the MNLA Officers and a humorous take on our Great Green Industry!**	Michigan's Major Tree Maladies for 2018 *Dr. Dave Roberts* 201-202		The Fight Against Boxwood Blight *Dr. Monique Sakalidis* 201-202	**Welcome Reception** **Kick off the GLTE in spirit with everyone's favorite mascot – Sparty! Hors d'oeuvres, refreshments, and**
Grower	The Worst of the Worst MI Nursery Weeds *Dr. Hannah Mathers* 205	Utilizing Drones for Evergreen Inventory and Health Analysis *Bob Goodwin* 205	HACCP, SANC and the Future of Nursery Certification *Dr. Robert Schutzki* 205		Biological Pest Control: Strategies for Using Predator & Parasitoid Insects in Landscapes & Nurseries *Adam Ingrao* 205	What's in the Water Leaving Your Nursery and Where It Is Going *Dr. Tom Fernandez and Damon Abdi* 205	Keeping Up With the Stones: Benefits of Using Calcined Aggregates Through the Nursery *Damon Abdi and Dr. Tom Fernandez* 205	
Landscape Design/Build	The High Line: Elevating the Nature of Modern Landscapes *Rick Darke* 101-102	Principles of Japanese Garden Design *John DeVore* 101-102			Landscape Lighting Design *Brooke Perin* 101-102	Could Qualifying and Disqualifying Be the Secret to Sales? *Kirk Armstrong* 101-102		
Plants	Harmonizing Planting with Stone in the Garden *John DeVore* 103-104	Foodscaping: Incorporating Edibles into the Landscape *Melinda Myers* 103-104	Creating Colorful Combinations *Daedre McGrath* 103-104	**12:15 pm** Annual MNLA Meeting **12:30 pm** **"Top Ten Reasons to be a Part of the Green Industry"** *Melinda Myers* Lunch Included in Registration Fee **Banquet Rooms**	Landscape Perennials *Barb Balgoyen* 103-104	Plants for Problem Areas *Melinda Myers* 103-104	The Fight Against Boxwood Blight *Dr. Monique Sakalidis* 201-202	**plenty of photo ops with your peers!** Included in Registration Fee **Banquet Rooms**
Shaping Leadership	How to Find, Attract, and Keep the Best Employees for Your Green Industry Company *Tom Borg* 203-204		Financing the Off-Season: A New "Way" for the Green Industry *Adam DeLamielleure* 203-204		Top 7 Communication Skills for Top Leaders *Kirk Armstrong* 203-204	Creating Breakthrough Customer Service *Tom Borg* 203-204	How to Engage and Motivate Your Green Industry Team *Tom Borg* 203-204	
Turf & Landscape Management	Tree and Shrub Pests Encountered on a Lansing Neighborhood Walk *Dr. Dave Smitley* 201-202	Vets 'N Ag: Finding Your Next Technician and Applicator *Adam Ingrao* Governor's Room	Decision-Making Time *Vic Foerster* 201-202		Weed ID Workshop *Dr. Hannah Mathers* **Limited to first 50 participants* Governor's Room			

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TUESDAY JANUARY 23

	8:00AM	9:00AM	10:00AM – 2:00PM	3:15PM	4:15PM	4:15PM	5:30PM	7:30PM
Arboriculture	The Michigan Green Industry and the Invasive Plant Issue 2018 *Dr. Robert Schutzki* 201-202	The Hemlock Woolly Adelgid Situation in Michigan: What We Are Learning *Dr. Deb McCullough* Banquet 1-4	**Trade Show (10:00AM)** **TRADE SHOW** **10AM – 4PM** **12:00pm-12:30pm** Lunch (on your own), Grow YOUR Knowledge on the Trade Show floor – **"Expanding Your Influence: 3 Tips to Being a Bigger Fish"**	Climate Disruption: How Do Plants Respond as Extremes Become the Norm? *Dr. Neil Hendrickson* 201-202	The New ISA Pruning Standard: It's Just Doing What You Say You'll Do *Dr. Neil Hendrickson* 201-202	**Meeting – Riverstreet Pub**	**Reception – Banquet Rooms 5-8**	**Conservatory**
Irrigation	Basic Electrical Troubleshooting *Scott Knowles* 103-104	Smart Irrigation Revolution *Scott Knowles* 103-104		Taking the Irritation Out of Irrigation *Marcus Duck* 103-104	Basic Hydraulics of Irrigation *Mark Attard* 103-104			
Landscape Design/Build	Understanding the Essential Layers of Living Landscapes *Rick Darke* 101-102			Landscape Inspiration Gallery – Michigan's Award Winning Projects Governor's Room				
Plants	The Michigan Green Industry and the Invasive Plant Issue 2018 *Dr. Robert Schutzki* 201-202	New Plant Introductions Worth Your While! *Dr. Robert Schutzki* 201-202	**Opening of** *Kristen Hartnagel, Southwestern Consulting* **2:30pm** Matinee on the Trade Show Floor **3:00pm** $500 Cash Raffle Drawing	Designing and Caring for the Living Landscape *Rick Darke* 101-102	Foliage First *Christina Salwitz* 101-102	**SEMNLA Reception & Annual**	**Green Industry Leadership & Awards**	**After Party at the MSU**
Retail	How to Put the Sizzle on the Sales Floor *Tom Shay* 203-204	The Science and Art of Buying and Selling *Tom Shay* 203-204		Open to Buy *Tom Shay* Banquet 1-4	Next Generation Marketing *Kristen Hartnagel* 203-204			
Turf & Landscape Management	Killing the Competition: The Latest on Weed Control in Herbaceous Perennials *Dr. Hannah Mathers* 205	A Beginner's Guide to Herbicides *Dr. Hannah Mathers* 205	Pollinators and Pesticides *Dr. Meghan Milbrath* Banquet 1-4 / The Art of Risk Communication *John Stone* Banquet 1-4	Designing and Caring for the Living Landscape *Rick Darke* 101-102	Common Sense Turfgrass Management *Dr. Kevin Frank* 205			
Business & Marketing	Essential Items for Every Website *Will Carlson* Governor's Rm	The Science and Art of Buying and Selling *Tom Shay* 203-204	Strategies to Win *Tom Shay* *1:30pm-2:30pm* 101-102	Leveraging Relationships Through Social Media *Kristen Hartnagel* 203-204	Next Generation Marketing *Kristen Hartnagel* 203-204			

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WEDNESDAY JANUARY 24

	8:00AM	9:00AM	10:00AM	1:00PM	2:00PM	3:00–4:00PM
Arboriculture	The Myth of Native Plant Superiority *Dr. Linda Chalker-Scott* Banquet 1, 3	Tree Risk Assessment: Improving the Art and Science of Arboriculture *Dr. Neil Hendrickson* 201-202	**Student Program** Room 101-102	**TRADE SHOW** 10AM – 3PM		Improving Transplant Success of Container-Grown Trees *Dr. Bert Cregg* 201-202
Outdoor Living Spaces	Pots of BOLD *Christina Salwitz* Banquet 5, 7	Lake-Friendly Shoreline Landscape Design *Brian Majka* Banquet 5, 7				Booming Business! Take Your Designs, Installs, and Maintenance to the Next Level *Christina Salwitz* Banquet 5, 7
Plants	The Myth of Native Plant Superiority *Dr. Linda Chalker-Scott* Banquet 1, 3	Horticultural Myths: Lessons from Science-Based Gardening *Dr. Linda Chalker-Scott* Banquet 1, 3		**11:45am-12:15pm** Lunch (on your own), Grow YOUR Knowledge on the Trade Show floor — **"Booming Business!"** *Christina Salwitz*		Booming Business! Take Your Designs, Installs, and Maintenance to the Next Level *Christina Salwitz* Banquet 5, 7
Retail	Pots of BOLD *Christina Salwitz* Banquet 5, 7	Plants do That! *Dr. Bridget Behe* 101-102	**Introduction to the Green Industry (10:30a-1:30p)**	**12:30pm** MNLA Green Industry Research Auction **1:00pm** $250 Cash Raffle Drawing **2:00pm** $500 Cash Raffle Drawing **2:30pm** MSU Dairy Store Ice Cream Social **2:45pm** $1,000 Cash Raffle Drawing		Booming Business! Take Your Designs, Installs, and Maintenance to the Next Level *Christina Salwitz* Banquet 5, 7
Safety & Compliance	Safe Excavation Practices *MissDig 811* Banquet 6, 8	DOT Compliance for the Green Industry *MI Center for Truck Safety* Banquet 6, 8				Thrills and Spills! *Michigan DEQ* Banquet 6, 8
Spanish /Español	Principios Básicos de la Poda *Antonio Escobar* 205	Principios Básicos Para Plantar *Antonio Escobar* 205				Disciplina y Manejo de Personal *Eligio Larraga* 205
Employees Only	Safe Excavation Practices *MissDig 811* Banquet 6, 8	Hardscaping Doesn't Have to Be Hard: How to Effectively Teach Your Team *Adam DeLamielleure* 103-104		Best Management Practices for Turf *Aaron Hathaway* Banq. 6, 8	Landscape Paving: The Basics *Dr. Brad Rowe* Banquet 6, 8	Improving Transplant Success of Container-Grown Trees *Dr. Bert Cregg* 201-202
Certification Central	8:00–11:30am **MDARD Core Pesticide Exam Review** *John Stone* 204			1:00 - 4:00pm **MDARD Pesticide Exams** – Visit www.michigan.gov/pestexam to register. Click on Ingham County, choose January 24, 2018. 204		
	8:00–10:00am **CGIP Core Exam Review** *Dr. Robert Schutzki* 203		10:00am - 12:00pm **CGIP Core Exam** (Section 1: Plant ID) 12:00 - 2:00pm **CGIP Core** (Section 2: Multiple Choice) & Specialty Exams Visit www.mnla.org/edu/cgip for app and reg info. 203			

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