

## PIZZA SHOW SEMINAR SCHEDULE

(ALL SEMINARS ON THE MAIN SHOW FLOOR)

**TUESDAY, AUGUST 22, 2023**

10:00AM-10:45 AM

**“YOU NEED DIGITAL OPERATION SUPPORT SOLUTION / NOT ONLY POS “**

Presented by: Neeraj Kumar, CEO of Diqit Business Solutions. Pizza is one of the complex SKU in terms of operation. Stores need digital operation support solutions, not only POS. We showcase what and how others are doing it!

11:00-11:45 AM

**“AUTOMATING FOR VALUE-ADDED LABOR”**

Presented by: Nathan Anderson, President of Insitu Foods, Inc.

The labor crunch is not an event, it's a trend set to worsen. The automation solutions the industry needs don't exist, but they are coming!

12:00-12:45 PM

**“ADAPTING TO AN EVOLVING INDUSTRY”**

Presented by: Bob Vergidis, Chief Vision Officer, The Point of Sale Cloud

Pizza used to be one of the few delivery foods, but that is no longer the case. The industry must adapt to keep it's slice of the pie. Bob Vergidis will discuss technology trends, ideas and changes in the market and provide an exciting new perspective for the future.

1:00-1:45 PM

**“NEGOTIATING LEASES AND LEASE RENEWALS”**

Presented by: Dale Willerton, The Lease Coach

Facing a lease renewal or signing a new lease agreement in the next 24 months? Dale will discuss lease negotiations, midterm rent reductions, site selection, building acquisitions and document reviews.

## **TUESDAY, AUGUST 22, 2023**

2:00-2:45 PM

### **“INCREASING PROFITS”**

Presented by: Matthew Sloan, Managing Partner, Fobesoft.com

Matthew will discuss increasing profits through budgeting integrations such as AI.

3:00-3:45 PM

### **“THINK AND GROW RICH IN THE PIZZA BUSINESS”**

Presented by: Pasquale Di Diana, President, Bacci Pizzeria

Learn how Pasquale went from one store grossing \$300,000 per year to multiple locations grossing \$5 million in under 5 years using principles from the classic Napoleon Hill book.

## **WEDNESDAY, AUGUST 23, 2023**

10:00-10:45 AM

### **“MEASURES TO IMPROVE”**

Presented by: Fred Langley, CEO of RestaurantSystemsPro.Net

How systems play a role in effective leadership by utilizing lessons of the past and change your future benchmarks in success with checklists, delegation and weekly reports.

11:00-11:45 AM

### **“INCREASING PROFITS”**

Presented by: Matthew Sloan, Managing Partner, Fobesoft.com

Matthew will discuss increasing profits through budgeting integrations such as AI.

12:00-12:45 PM

### **“RESTAURANT INNOVATIONS: DIGITAL TOOLS & GROWING YOUR BUSINESS”**

Presented by: Joe Reinstein, Executive Dir. of The Digital Restaurant Association and Rob Royster, owner of Ruckus Pizza & Spirits in NC

Joe and Rob will discuss cutting edge tools to help restaurateurs successfully and efficiently grow their businesses.

1:00-1:45 PM

### “WHO REALLY INVENTED CHICAGO DEEP-DISH PIZZA?”

Presented by Peter Regas, Founder [PizzaHistoryBook.com](http://PizzaHistoryBook.com) and John Porter, Dir. Chicago Pizza Tours

Take a historical, research-rich deep dive into the facts and conjecture behind the creation of one of America’s most famous food inventions.

2:00-2:45 PM

### “DID YOU RECEIVE YOUR ERC CREDIT?”

Presented by: Joel Manning, CPA, Principal, Manning & Silverman, PA. Many businesses will qualify for ERC. Your restaurant can receive up to \$26,000 per employee. Attend this seminar to learn more! Manning has 35 + years of experience providing accounting services to his clients and can think outside the box to help them.

3:00-3:45 PM

### “HOW TO FRANCHISE YOUR RESTAURANT AND SCALE IT GLOBALLY”

Presented by: Steve Phelps of [FranchiseGenesis.com](http://FranchiseGenesis.com)

Franchisors benefit from our complete solutions including legal coordination for all your agreements, marketing plan, trade show presentation, brokerage, magazine coverage and celebrity sports endorsements. This seminar will give you the following:

1. Is your business franchise-able
2. What will it cost to get started
3. How long does it take
4. What are the downsides
5. Legal liabilities
6. Hidden costs
7. Why do some Franchises fail
8. Growth attributes
9. How sell and exit your system to Private Equity
10. How to set yourself up for Success