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The 2019 CABMA Convention in Orlando will be my fourth Convention, and I am excited to grow the group of friends and colleagues that I am proud to call my CABMA family. I view this organization as a team, whereas we compete on a day-to-day basis to make our institutions the most efficient and cost-effective business operations possible. Unlike our student-athletes, who compete against each other to win the game, our victories come from sharing ideas and concepts, as well as solving problems. Among the 250-plus attendees, it is likely your problems are not unique. I would like to share a couple ways the CABMA Convention has changed my professional life and recommend potential beneficial takeaways from the event.

Sponsors

My job is to make the best financial decisions to allow coaches and administrators the ability to provide the

best services possible to our student-athletes. Visiting with the sponsors and vendors in the exhibit hall is a productive start toward achieving this. When you hear something that can potentially save time and money, start a relationship with the salesperson. Keep in mind those budget meetings with your coaches, where they all say they wish for two things: more time and more money! At Oklahoma State, several current relationships, from concession vendors to travel companies, developed from our introductions at CABMA. There is not another time during the year you are exposed to such innovative and cost effective proposals.

Breakout Sessions

Preplan your sessions and make sure you arrive as early as possible, as seating is first-come, and tends to fill up quickly. When you are in those sessions, make sure you volunteer! Remember, it is not easy for the person who is instructing, to teach without any kind of feedback. Make it a point to ask questions and interact. Ask the person next to you for input, chances are they are attending the session for the same reason you are!

Social Outing

Most of our days are fairly rigid. A lot of positive financial outcomes are based on the decisions we

make, which can be quite a burden to bear. Make sure to leave Saturday night open to take your business hat off, relax and enjoy the social outing. From bombing drives at Top Golf, dancing at BBKings to shooting Pop-A-Shot at Penn Social, bonding with your colleagues over some competition is a great time to refresh and reboot your system. If you are up for some competition, come find me!

Insider Tips for the Convention

TAKE THE EXCEL CLASS! I guarantee you will learn something that will save a bunch of time and leave you saying to yourself, "That is so cool. I wish I would have known that five years ago!"

In closing, take time to get to know people not just on a professional level, but on a personal level, so you are able to grow your CABMA family! We are all in this together and I would encourage you to do your part to make this a positive and memorable Convention, like so many have done for me!



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