

Reconnect, Regroup & Conquer!

Join Us in Missoula May 1-3, 2022!

Retreat is open to Director of Sales, Sales Managers, AGMs/GMs in sales roles and Allied member sales staff!

Hotel: AC Hotel Downtown Missoula

Rates: \$129

Book Here: <https://www.marriott.com/events/start.mi?id=1645557519449&key=GRP>

30 rooms in the block, mostly kings, will release by 4/14

Bookings available from 4/29 to 5/3

Valet service is included with your room rate as well as a breakfast voucher.

Registration Cost:

\$175 Member

\$225 Non-member

SUNDAY 5/1

12pm - 1 pm

Check-in

1pm - 3pm

Tour MLHA properties

3pm - 4pm

Hotels & Hooligans Downtown Tour

4pm - 7pm

Brewery/Distillery Tours

7pm

Networking Dinner

MONDAY 5/2

8am to 9 am

Breakfast on your own

8:30-9:00am

Introduction and Welcome Newcomers

9am - 11am

Speaker: Sarah Elkins

Topic: Approach Conflict with Curiosity: Story Sharing to Build Connection

11am - 11:30 am

Open Discussion on Networking and Engaging the Council.

11:30 - 1:00

Lunch with Dax Schieffer, Voices of Montana Tourism

1pm – 5pm

Travelers Rest Park Tour – Travelers’ Rest marks the intersection between cultural and natural history. Along the banks of Lolo Creek, visitors explore the landscape used for centuries by Native peoples, visited twice by the Lewis and Clark Corps of Discovery and home to a wondrous diversity of plants and animals. Travelers’ Rest Connection supports Travelers’ Rest State Park through outreach, advocacy, and educational experiences connecting the past to the future. Park tour and cultural game. Please wear appropriate outdoor footwear and clothing.

Lolo Distillery

6pm

Networking Dinner

TUESDAY 5/3

8 am to 9 am

Breakfast on your own

9am - 11am

Speaker: Kimber Smith

Topic: How to prioritize your health and wellness will enable you to create a happier, healthier, more efficient, and effective work environment.

11am - Noon

MLHA Sales Board Meeting

•**Agenda**

Review Past Meeting Minutes and Financials.

Elections

Vice President Nominations/Volunteers - elected will move into a 2-year position in October after Annual meeting.

Prepare bids for October Annual Meeting

Plan a fun and educational retreat for the Sales and Marketing Council highlighting local/hidden gems in your area. Dates, Rates, tours, and Exclusion ideas.

Closing comments by Chantelle & Melissa

Please join us for this much needed, face to face networking event! If you are not already a council member, please contact Jenny Blomquist at jennyb@montana.com for more information or see the link below.

Montana Lodging and Hospitality Association Website <https://www.mtlha.com/benefits.html>

SESSION SPEAKERS



Approach Conflict with Curiosity: Story Sharing to Build Connection

Sarah Elkins is a storyteller, keynote speaker, author, and Gallup certified StrengthsFinder workplace communication coach. Her workshops and coaching packages with in-person and remote teams and their leaders are known to address and reduce miscommunication – the most common cause of tension and stress in the workplace. Using the team’s results from the StrengthsFinder assessment, she guides conversations to ensure work relationships are based on knowing & valuing each other’s strengths, and connecting with each other on the most basic level through story sharing and effective listening.

You can learn more about her education and background in public sector, hospitality, and other industries on her website at elkinsconsulting.com.

Sarah is your guide to uncovering the right personal stories for the right audiences so executives, leaders, public speakers, and job seekers can clearly and effectively demonstrate their character, values, and vision.



Voices of Montana Tourism Looks to the Future

Dax Schieffer is the director for Voices of Montana Tourism whose mission is to provide education and outreach to emphasize the value of tourism for Montana. Schieffer has been the director since 2015 and with the help of partners has grown its programming year after year. Schieffer received a bachelor’s degree from Montana State University in Bozeman in 1997, and quickly moved into the private sector joining the team at the Big Sky Resort. Schieffer has served on numerous community boards and committees including 10 years as a Volunteer Firefighter and EMT for Big Sky Fire Department. Dax currently resides in Helena, Montana with his wife Chantel McCormick Schieffer and son, Dax Michael.

In 2010, Schieffer was awarded the Montana Governor's Ready Award from the Governor's Office of Community Involvement. For 10 years, Schieffer served on the Big Sky Fire Department as a firefighter and EMT, obtaining recognition as the firefighter of the year in 2010. Voted as MLHA’s 2018 Tourism Friend of the Year, Dax continues to be an informative leader in supplying unbiased statistics as it pertains to the ever-growing industry of tourism in Montana.



Mental Health in the Workplace

Kimber Smith, LCPC, LSC is a licensed clinical professional counselor and addictions counselor, with experience in multiple areas over the course of her career she continues to work as a clinical supervisor for West House Crisis Facility and oversees the Mental Health Professional Team for Ravalli County. As a counselor for Glacier Counseling, she can provide the best care to individuals and families in Ravalli and Missoula County.