

PRINCIPALS MEETING AND SUCCESS CELEBRATION

How do you make an outstanding event even better? In the case of the LandOpt Contractor Network, you combine two outstanding events into one! We're excited to share with you the details for ***The LandOpt Principals Meeting and Success Celebration*** scheduled for Jan. 24-26, 2012 in Savannah, Georgia!

This event combines what had previously been known as the Principals Meeting and the Sales Luau into one, action-packed, three-day event, bringing the representatives from the entire LandOpt Contractor Network together for mutual discussion, idea sharing and celebration of each other's success! Tuesday afternoon and Wednesday morning (Jan. 24-25) will be our "Success Celebration" which will include Sales Representatives and Principals. We'll recognize our Network's top performers and collectively celebrate a successful 2011. Beginning Wednesday afternoon and continuing into Thursday (Jan. 25-26) the focus will shift to the Principals Meeting, for Principals only, where we'll conduct roundtable discussions in a format similar to last year's event.

Complete hotel, registration and travel details follow. Please note that the deadline for registration is **Thursday, Dec. 22**. The meeting agenda also follows for your planning purposes. This is subject to slight adjustments and change, but the major timeframes will remain intact. We plan to begin at 3:00 p.m. on Tuesday, Jan. 24, allowing most everyone the ability to travel in that same day. As well, we will conclude both the "Success Celebration" and the "Principals Meeting" at 1:00 p.m. on Wednesday and Thursday respectively, so we ask that you consider planning return flights no earlier than 3:00 p.m. on either day.

Questions about the event or the following registration and travel details can be directed to your Success Coach or to [Lori Bonham](#), 412-567-4073. We look forward to seeing you in Savannah!

HOTEL

The [Hyatt Regency Savannah](#) will play host to LandOpt's event. The hotel is uniquely located near the River Front Plaza, a glittering, multi-faceted gem along the broad Savannah River. The century old buildings, once cotton warehouses, have been converted to antique shops, distinctive boutiques, spectacular galleries, quaint brew pubs, fabulous restaurants, unique night spots, elegant inns and hotels. Bustling with welcoming hospitality, it's also the place to see Savannah from the river that made her by taking a cruise or

watching ships from around the globe sail into one of the busiest ports in America.

LandOpt has negotiated a group rate of \$129/night for single and double occupancy. (A \$25/person surcharge is added for triple and quadruple room occupancy.) The \$129 rate will be offered two days pre and post-meeting for those who wish to arrive early or extend their stay to explore Savannah on their own. After the registration cut-off date of Dec. 22, the group rate is available on a space available basis and cannot be guaranteed.

Reservations can be made by [clicking here](#) and following the instructions to complete the registration form. The registration cutoff is Dec. 22, after which time the hotel will provide individual confirmation numbers to each registrant. Hotel fees are the responsibility of each attendee. As such, a credit card number will be required with each reservation. This card is for guarantee only and will not be charged unless a guest fails to abide by the hotel's cancellation policy. Once you arrive on site, you will be asked to provide a credit card or confirm use of the card on record for the purpose of billing your stay.



TRAVEL

Savannah, Georgia, a city where history abounds, sits about 20 miles inland from the Atlantic Coast and is roughly a four-hour drive from Atlanta and a two-hour drive from Charleston, SC.

For those traveling by air, [Savannah/Hilton Head Airport](#) (SAV) is recommended. Carriers providing service include Delta, USAirways, Continental Airlines, American Eagle and United Express. The airport is approximately 11 miles from the hotel (20 minutes by car) and ground transportation options include cab service or rental car. Estimated one-way cab fare from the airport to the hotel is \$28.

For those traveling by personal vehicle, the hotel offers valet underground parking and LandOpt has negotiated a discounted parking rate of \$12/day. Travelers must identify themselves to the valet as a LandOpt meeting attendee upon arrival in order to secure the group rate.



REGISTRATION

Registration for the meeting and the hotel will be conducted online. Please [click here](#) and follow the instructions for registering. A completed form is required for each meeting attendee, and all fields must be filled in.

All registrations must be submitted online by Thursday, Dec. 22 in order

to secure a hotel room at the group rate of \$129. The rate and hotel space cannot be guaranteed after the 22nd.

LandOpt is working directly with the hotel and will be submitting a complete reservation list after the 22nd. **Please register via the LandOpt site only** and not online or by phone with the hotel as you will not be able to secure the LandOpt rate or be recognized as part of our meeting group.

We do require a completed registration form for each attendee, even if you are sharing a hotel room with another attendee. **If this is the case, simply indicate that you are a “share” on the registration form within the “Special Needs/Requests” section, being sure to include your roommate’s name. This only applies to meeting attendees—spouses or guests do not need to be called out in this manner.** The \$129 rate applies for single and double occupancy. There is an additional fee of \$25/person for triple and quadruple occupancy.



AGENDA

Success Celebration

Tuesday, Jan. 24

3:00 p.m.— *Afternoon Group Welcome for Principals and Sales Professionals* by President & CEO Tim Smith. In addition to a look at what 2012 holds for the LandOpt Network, Tim will take a moment to review the highlights and success from 2011.

5:30 p.m.— *Evening Awards Dinner for Principals, Sales Professionals and Guests.* LandOpt will host a cocktail reception and awards program and recognize the Network’s biggest achievers in individual sales and overall business growth categories.

Wednesday, Jan. 25

10:00 a.m.— *Mid-Morning Teambuilding Activity for Sales Professionals and Principals.* (Guests are invited to observe.) We’re cooking up a great event that will test your LandOpt knowledge and reward those who best work together for success.

12:00 p.m.— *Group Lunch for Sales Professionals, Principals and Guests.* We’ll celebrate everyone’s efforts in the team-building event and enjoy the fruits of our labor, so to speak! This will also serve as the farewell for the sales professionals who will be free to travel home in the afternoon.

Principals Meeting

2:00 p.m.— *Principals Meeting Kick-Off for Principals Only.* We’ll begin the Principals Meeting portion of the event after a short post-lunch break. The meeting will be run in similar fashion to the 2011 event with small breakout groups on specific LandOpt topics. Breakouts will begin on Wednesday afternoon and conclude on Thursday morning.

7:30 p.m.— *Evening Group Dinner for Principals and Guests.* We aim to enjoy the flavor of Savannah with a group dining event.

Thursday, Jan. 26

8:00 a.m.— *Morning Principals Meeting for Principals Only.* This will be a continuation of the breakout sessions that started on Wednesday.

12:00 p.m.— *Wrap-Up Lunch for Principals and Guests.* We will conclude the 2012 Principals Meeting with a group lunch over which we will summarize and provide highlights from the two days of breakout discussions. Principals will be free to travel home on Thursday afternoon.