

Missouri Society of Professional Surveyors

SPRING WORKSHOP

April 28-29, 2023

The Lodge of Four Seasons
315 Four Seasons Drive
Lake Ozark, MO 65049

Attendee Registration

SPEAKERS

Robert Bailey, Robert Bailey Sales Consultant
Eric "Ric" C. Harris, J.D., Harris & Harris, P.C.
Panel of Business Owners and Industry Professionals

Friday, April 28, 2023

- 7:00 am REGISTRATION OPENS
- 7:00 – 8:00 am BREAKFAST BUFFET (included with registration)
- 8:00 – 10:00 am **PANEL DISCUSSION: *Hanging Out Your “Surveying Shingle”***
This session will deal with some ‘do’s and don’ts’ of starting a business. It will address financing, business, banker relationships, client agreements and contracts, diversification (AIKA surveying a recession), corporate structure and insurance. The advantages to working your way up in or purchasing an existing business, existing relationships and how to maintain them.
Panelists: Ray Riggs, PLS, Riggs Brothers Surveying; Ralph Riggs, PLS, Riggs Brothers Surveying; Troy Hayes, PLS, Midland Surveying; Dan Govero, PLS, Govero Land Services
- 10:00 – 10:30 am BREAK with EXHIBITORS
- 10:30 – 12 noon **PANEL DISCUSSION: *Survey Necessities***
We have been told you get one chance at making a first impression. When we arrive to prepare a survey of any kind what impression does our firm create and is that important? The reason why first impressions are so important is that they last well beyond the moment. This is thanks to something called the primacy effect, which means that when someone experiences something before other things in a sequence, they remember that first thing more vividly than anything else. Let’s share with each other how, as a profession, surveyors can make better first impressions. Is that done with the different types of tools we have available that did not exist some number of years ago? Do we organize our vehicles so we can locate tools and material efficiently? Are we using the most cost-effective tool for the job? Share photos of how you have organize your workspaces and the tools you use as mentioned in the December, 2022 issue of Missouri Surveyor on page 18 and we will add them to this presentation.
Panelists: Kellan Gregory, PLS, Lamp Rynearson; Norm Ellerbrock, PLS, Four Points Survey; Mike Zahner, PLS, Zahner, Inc.; Mark Wiley, PLS, SWT Design
- 12:00 – 1:00 pm LUNCH with EXHIBITORS (included with registration)
- 1:00 – 2:30 pm ***Suggestions on How to Manage Your Business and Sales During a Recession***
This course will help you understand a recession and how to prepare to ride out the storm while still making sales. It will cover everything from understanding the economics of a recession and give you tools to continue making sales while protecting your profit margins. Of course, this is not as easy as it sounds, but you will have the tools to control the outcome.
Speaker: Robert Bailey, Robert Bailey Sales Consultant
- 2:30 – 3:00 pm BREAK with EXHIBITORS
- 3:00 – 5:15 pm ***Suggestions on How to Manage Your Business and Sales During a Recession*** continued
- 5:30 pm RECEPTION WITH EXHIBITORS
(complimentary beer, wine and hors d’oeuvres—included with registration)

Saturday, April 29, 2023

- 7:00 am REGISTRATION OPENS
- 7:00 – 8:00 am BREAKFAST BUFFET (included with registration)
- 8:00 – 10:00 am **PANEL DISCUSSION: *Systems Overview***
Panelists: Ladd Nelson, Carlson Software; **Seiler Geospatial**; Zephaniah Smith, Topcon Solutions; Brett Black, LEICA; Terri Rollings, Transit & Level; Charles (Bucky) Lawley, Transit & Level
- 10:00 – 10:30 am BREAK with EXHIBITORS
- 10:30 – 12 noon **BREAKOUT SESSIONS: Individual Detail of Programs**
Leveraging the Power of Windows During Field Data Collection to Help Maintain Data Security and Integrity
Speaker: Ladd Nelson, Director-Midwest Sales, Carlson Software
- TBD**
Seiler Geospatial
- Magnet Solutions**
Zephaniah Smith, Senior Support Specialist, Topcon Solutions
- TBD**
Brett Black, LEICA
- New Product Overview: Leica Robotic Auto Pole System, Leica Ground Penetrating Radar, BLK Scanning Applications, Hydrographic Surveying with the Apache***
Terri Rollings, Transit & Level; Charles (Bucky) Lawley, Transit & Level
- 12:00 – 1:00 pm LUNCH (included with registration)
- 1:00 – 3:00 pm ***Everything You Need to Know About Easements***
An easement constitutes a right to use the property of another for a particular purpose. To have optimum utility and value, the real estate of your client must be connected to local infrastructure. To great measure, the value of land is measured in terms of the easements that benefit your client's tract and which burden the adjoiner's tract. The creation, interpretation, enforcement and termination of easement rights will be covered. A checklist will be provided that will guide the Surveyor through preparation of the terms and conditions of easement for a plat and for a conveyancing instrument that will both benefit and protect your client.
Speaker: Eric "Ric" C. Harris, J.D., Harris & Harris, P.C.
- 3:00 – 3:15 pm BREAK
- 3:15 – 5:15 pm ***Everything You Need to Know About Easements*** continued
Speaker: Eric C. Harris, J.D., Harris & Harris, P.C.

Registration

Name _____ RLS # _____

Firm _____

Address _____

City, State _____ Zip _____

Phone _____ Email _____

REGISTRATION INFORMATION

The registration fee is \$275 for MSPS Members or \$425 for Non-Members. A rate of \$175 is available for non-licensed technicians (MSPS Associate Members), registration fee plus 2023 Associate Membership is \$210. The **deadline for registration is April 13, 2023**. After this date, a 10% processing fee will be added to all registrations. The registration fee includes instructional materials, refreshment breaks, lunch on both days, cocktail reception with exhibitors and two breakfasts for registered attendees only. Complete the registration form and mail form and payment to MSPS, 722 E. Capitol Avenue, Jefferson City, MO 65101.

LOCATION & LODGING

The Lodge of Four Seasons, 315 Four Seasons Drive, Lake Ozark is the location for the 2023 Spring Workshop. A block of rooms has been reserved in the main lodge at a rate of **\$134.00** for single or double occupancy. The **deadline for hotel reservations is April 5, 2023**. Make your reservation by calling the hotel at 888-265-5500.

GOLF TOURNAMENT

The MSPS PAC Fundraiser Golf Tournament will be held on Thursday, **April 27, 2023** at 1:00 pm at The Cove Golf Course and is \$85 per person. Two mulligans per person are included and prizes are given for first, second and third placed teams, along with prizes for long drive, closest to the pin and longest putt!

CONTINUING EDUCATION

This course has been approved for 15 PDUs (7.5 each day) with the Missouri Board for Architects, Professional Engineers, Professional Land Surveyors and Landscape Architects.

CANCELLATION POLICY

MSPS reserves the right to cancel the program and return all fees in the event of insufficient registrations. A participant may cancel a registration up to two weeks before the course date and receive a refund. A \$25 processing fee will be applied to all refunds. **NO REFUNDS will be made AFTER April 13, 2023.**

REGISTRATION FEES

(No Half Day Options)

MSPS Member - \$275

Friday Only (\$140)

Saturday Only (\$140)

Non-Member - \$425

Friday Only (\$215)

Saturday Only (\$215)

Technician - \$175

(Associate Member Rate Only)

Golf - \$85 per person

PAYMENT OPTIONS

Credit Card (Visa, MasterCard, Discover, American Express)

Check

Invoice my Firm

Credit Card # _____ Exp. Date _____

CVV Code _____ Amount Enclosed \$ _____

MSPS, 722 E. Capitol Avenue, Jefferson City, MO 65101

573-635-9446 ~ Fax: 573-635-7823 ~ mmps@missourisurveyor.org ~ www.missourisurveyor.org

Online Registration: <http://mspsevents.com>

Return registration form and payment to MSPS before April 13, 2023.