

futureleaders[®] @Connect

June 8-10, 2015  McCormick Place (South Hall)  Chicago, IL USA

LEADERSHIP
SUCCESS ↓



THE VOICE OF FOOD RETAIL 



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[Future Leaders @Connect](#), (formerly Future Connect), is the food retail industry's only conference designed to guide today's leaders and tomorrow's stars toward a confident future.

Future Leaders offers supermarket-specific leadership and management programming that will bring your career to the next level, *no matter where you are now.*



FREE Access to FMI Connect

Included in your Future Leaders registration is *free* access to **FMI Connect**, our annual industry gathering.



June 8 – 11, 2015
McCormick Place (South Hall)
Chicago, IL USA

Through dynamic show floor features, one-on-one meetings and various networking opportunities, FMI Connect provides exposure to the industry.



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Why Attend?



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For Future Leaders



Find applicable tools and resources for personal and professional development

Make connections with peers and potential business partners



Gain greater exposure to the entire food industry at FMI Connect



For Current Leaders



Share your vision for success and enhance your ability to motivate and inspire your teams

Commit to your employees' professional growth and longevity with your company



Gain greater exposure to products, education and equipment for improving your business at FMI Connect



Education Program

The education program offers a variety of leadership topics and updates on the industry. General sessions include:

- The annual FMI Speaks presentation on food retail and consumer trends
- A panel of industry leaders talking about their leadership journey.

Workshop tracks are suitable for individuals from retail, wholesale and supplier organizations. Sessions will feature opportunities to:

- Discuss issues
- Share ideas and strategies
- Collaborate on case studies with industry peers and business partners.



Education Tracks

This year's educational tracks will focus on:

Developing Yourself

- How Do YOU Show Up? Insights to Personal Branding
- Strategic Networking: Setting Goals, Crafting Your Pitch, Putting it to Work
- Emotional Intelligence: The Science of Leading Under Pressure
- Courageous Conversations



Education Tracks

Leading Others

- Leading the Process of Change: Why Your Change Initiatives Will Fail (And What to do About It)
- Coaching to Meet Business Results: How to Have More Leaders, Coaching More Often for More Impact
- Managing the Generations – Deep Dive
- Succession Planning: Ensuring our Future Leaders are Identified and Prepared

Managing Operations

- From Coupons to Community: 3 Ways Food Retailers Can Do Social Media Better
- Creating a World-Class Service Organization
- Financial Statement and Analysis for Store Directors and District Managers



Preparation Materials

To assist attendees with their pre-conference and post-conference action planning, FMI will develop:

- **A Self-Assessment Tool**
- **A Learning Plan**
- **An Action Plan**
- **A Group Guide for Company Teams**

Team leaders can use the guide to strategize ways to prepare their attendees and determine how to share key findings with their colleagues back at the office or store.

On-site, Future Leaders attendees will receive a notebook to track lessons and learnings.



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Included in your Future Leaders registration is *free access* to our annual industry gathering, FMI Connect.

While the Future Leaders program will be your team's focus, consider the [FMI Connect](#) co-location benefits:

- **Networking** with other retailers with professional areas in merchandising, operations, CIOs and CTOs
- **New Partners** – Experience the FMI Expo and connect efficiently with food retail product and service innovative partners
- **Co-located events** – Visit the United Fresh, International Floricultural Expo (IFE), U.S. Food Showcase, InterBev Beverage 2015, Sabor Latino Latin Food Show.

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Future Leaders attendees have the opportunity to visit the FMI Expo with ***more than five football fields of new products, services and innovations!***

Attendees will have the opportunity to explore:

- More than 700 exhibitor booths
- The Learning Lounge
- Fun events like the Supermarket Chef Showdown and Store Manager Awards

You will discover solutions for every department in your store and aspect of doing business.

**Fresh Products – Packaged Grocery – Frozen Products – Retail Technology
Store Equipment and Design – HBC/Non-Foods – Corporate Services**

Future Leaders attendees will receive a guide to make the most of their time at FMI Connect.



Free one-on-one meetings – FMI Connect Business Exchange (CBX)

Pre-scheduled, one-on-one meetings are available free of charge for Future Leaders attendees.

- Meetings last 20-minutes, giving you an extra 5 minutes before and after to get to your next appointment
- Exhibitors can choose to host meetings in their booth, in the CBX Open Table area, or in the private CBX suites
- The CBX scheduler will be activated in late April 2015.

Plan for your whole team to participate and register early for Future Leaders so you can coordinate your team's schedules at FMI Connect.



Schedule-at-a-Glance

Monday, June 8th

2:00pm – 2:15pm Welcome Remarks

2:15pm – 3:15pm Opening General Session: Connect!

3:30pm – 4:45pm Workshops

Developing Yourself

How Do YOU Show Up? Insights to Personal Branding

Leading Others

Leading the Process of Change: Why Your Change Initiatives Will Fail (And What to do About It)

Managing Operations

From Coupons to Community: Three Ways Food Retailers Can Do Social Media Better

Customize your learning with each educational track!

5:00pm – 6:00pm General Session: Insights from Industry Leaders

6:00pm – 7:00pm Future Leaders Opening Reception



Schedule-at-a-Glance

Tuesday, June 9th

7:00am – 8:00am Future Leaders Breakfast and Jump-Starter for the Day

8:15am – 9:30am Workshops

Developing Yourself

Strategic Networking: Setting Goals, Crafting Your Pitch, Putting it to Work

Leading Others

Coaching to Meet Business Results: How to Have More Leaders, Coaching More Often for More Impact

10:00am – 11:00am Joint General Session with FMI Connect

11:00am – 2:00pm FMI Connect Expo Activities, Educational Programming and Lunch

Built-in time is given to Future Leaders attendees to participate in the FMI Expo Connect Activities, Educational Programming and Lunch



Schedule-at-a-Glance

Tuesday, June 9th Continued

2:15pm – 3:15pm General Session: Managing a Multigenerational Workforce

3:30pm – 4:45pm Workshops

Developing Yourself

Emotional Intelligence: The Science of Leading Under Pressure

Leading Others

Managing the Generations – Deep Dive

Managing Operations

Creating a World-Class Service Organization

5:30pm – 8:00pm Future Leaders/FMI Connect Reception at the Chicago Sports Museum @ Watertower Place

Networking opportunities at FMI Connect provide the ideal setting for retailers, wholesalers and suppliers to build relationships with the industry



Schedule-at-a-Glance

Wednesday, June 10th

7:00am – 8:00am Future Leaders Breakfast

8:00am – 9:15am Workshops

Developing Yourself
Courageous Conversations

Leading Others
Succession Planning: Ensuring our Future Leaders are Identified and Prepared

Managing Operations
Financial Statement and Analysis for Store Directors and District Managers

Customize your learning
with each educational
track!

Join us as we honor 10 of
the best store managers at
FMI Connect!

9:30am – 11:00am Future Leaders & FMI Connect General Session: FMI Speaks & Store Manager Awards

11:15am – 12:30pm General Session: Living Life at Performance Level

12:30pm – 4:00pm FMI Connect Expo Activities and Education Programming

6:00pm – 7:30pm FMI Connect Wednesday Night Celebration @ Eataly

You'll find interesting products,
innovations, education, hands-on
learning, networking and more in
the FMI Connect Expo. Start your
exploration at any of our Pavilions
and find solutions and ideas!



Schedule-at-a-Glance

Thursday, June 11th – FMI Connect Continues

8:00am – 9:00am	FMI Connect Education Workshops
9:00am – 10:00am	FMI Connect – Keynote Session
10:00am – 2:00pm	FMI Connect Expo Open, Learning Lounges and Supermarket Chef Showdown
10:30am – 11:00am	FMI Connect Center Store Innovation – Meet and Learn Area
11:30am – 2:00pm	FMI Bistro Open in FMI Connect Expo
12:00pm – 1:00pm	FMI Connect GM/HBC – Meet and Learn
2:00pm – 4:00pm	FMI Connect Education Workshops
2:00pm – 5:00pm	FMI Connect Store Tours

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**Why Bring a
Team?**



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Drive your team to their best potential at this unique leadership event.

Bring a team and you will take an invaluable boost of energy, enthusiasm and expertise back to your operation. With the 10+ Group Discount Program, your per-person cost will be considerably reduced.



**Size of
Company
Groups**



10+ Group Discount Program

Bring your best and brightest team to Future Leaders @Connect and show the entire industry your commitment to having and hiring the best.

To make group participation easier and more economical, FMI offers a Group Discount Program that provides a discounted group rate to those companies bringing teams of at least ten attendees.

Teams of 10+

Your Savings Per-Person

FMI Retailer/Wholesaler Member	\$545	\$250
FMI Associate Member	\$895	\$400
Non-Member	\$995	\$600
State Association	\$545	



Top 20 Participants in 2013

- Acosta
- Advantage Sales and Marketing
- Associated Grocery Company
- Brookshire Grocery Company
- Campbell Soup Company
- Dorothy Lane Markets
- Hallmark Cards, Inc.
- Harris Teeter
- H-E-B
- The Hershey Company
- Hy-Vee
- The Kroger Company
- K-VAT
- Lund Food Holdings, Inc.
- Meijer
- Procter & Gamble
- Publix
- United Supermarkets
- Wakefern Food/ShopRite/PriceRite
- Winn-Dixie/BI-LO

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Testimonials



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“The seminars I attended were indeed aligned with where we’re headed as a customer centric company and gave me an in-depth view of what to expect in the industry as well as from a consumer perspective.” – **Chandra Van Zandt, CM Data Integrity Manager, Brookshire Grocery Company**

“Attending Future Leaders @Connect sessions with the others in our Leadership Development Program helped our group of leaders bond and connect at a deeper level. We learned so much about each other through the activities and sessions. This created some robust conversations around the business where each leader was able to share their personal takeaways and perspective. Future Leaders @Connect experience provides a powerful platform for learning and networking!” – **Jordan Metteauer, Store Leadership, H-E-B**

“Future (Connect) Leaders was an eye opening experience for me because it is easy to get lost in our little world here at BGC and forget how large our industry is. I never really put much thought into all of the work and research people were doing to improve our industry.” – **Amy Bell Castillo, Change Management Supervisor, Brookshire Grocery Company**



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Future (Connect) Leaders has proven to be a very effective way to recognize and reward our top Store Directors with some valuable training and experiences outside of the normal store routine. The time spent at Future (Connect) Leaders gave our group a tremendous opportunity to share experiences and learn from each other as well as from other leaders within the retail industry. We also felt it was very beneficial, upon return, for our attendees to present to their peers, topics and information that was learned at the seminars.” –

Richard Bossie, Director of Operations, Big Y Foods, Inc.

“Clorox has been actively involved with Future (Connect) Leaders since its first year of activation. There is not another conference that has a singular focus on building leaders in our industry like Future Leaders @Connect”.” – ***Bob Richardson, Director of Sales, Customer and Industry Development, The Clorox Company***

“*Future (Connect) Leaders* is a catalytic experience. It presents leadership as a compelling competitive advantage; and that aligns perfectly with our strategies for individual and team development.” – ***Krag Swartz, Director, Training & Development, Lund Food Holdings, Inc.***



What Attendees Liked

Past attendee remarks from our 2013 conference evaluation

- Gaining best practices and industry perspective
- Reflection and self-assessment of personal leadership
- Energy and passion from panelists were contagious
- Critical thinking was enhanced
- Networking
- The encouragement received from my company by being selected to attend
- The team building within the group that attended
- Real tools provided to use/apply in the workforce with our team.

94%
Rated the overall
conference as good
or very good



95%
Indicated their goals
were achieved



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Contact Us

For information about the program, please contact Laurie Gethin;
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For information about Housing, please contact our travel experts at onPeak
at (800) 631-9088

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- Follow @FMI_Connect and @FMI_ORG and get real-time updates on #FutureLeaders!

www.fmi.org/futureleaders



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