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National Institute of Pension Administrators' 2018 Business Management Conference Brings TPA Business Owners Together to Discuss Revenue Growth, Industry Changes

Chicago — The National Institute of Pension Administrators (NIPA) invites third party administrator (TPA) business owners to join fellow owners and executives for the 2018 Business Management Conference (2018BMC), to be held January 13-15, 2018 in Scottsdale, Arizona.

Every year, TPA business owners and executives gather in an intimate environment that fosters experience sharing and collaboration. Attendees can look forward to three days of networking and education designed to highlight industry trends as well as how business owners can increase productivity and profitability for the coming year. As the only industry event focused on the unique needs of the TPA business owner, the 2018BMC provides relevant material that attendees can implement when they return to their businesses.

"The BMC provides TPA business owners the best resources for revenue growth through meaningful networking and incredibly valuable idea-sharing," said Laura J. Rudzinski, NIPA's Executive Director. "From targeted peer interaction sessions to thought-provoking conversations, the 2018BMC is the place to establish deep relationships with other business owners that last far beyond your time in Scottsdale."

The 2018BMC features sessions on topics designed to help TPA business owners focus on growing their businesses while earning up to 12 NIPA continuing professional education (CPE) credits. Attendees can enjoy topics such as:

- Selling your services without focusing on persuasion
- Ways to assist your clients' plan sponsors to keep clients' plans running smoothly
- Collaborative planning strategies
- Tips for growing your company's revenue using marketing and sales
- New ways of working with brokers, platforms and other service providers

"Every year, the BMC features the most relevant topics and challenges that TPA business owners face today," said Matt King, 2018BMC Co-Chair, Director, TPA Relationships, The Standard. "In our dynamic industry, the BMC is a tremendously valuable opportunity for executives to discuss what's working for them and what they can improve upon. You may even find your next great idea to grow your TPA practice."

Learn more about the event and register at www.nipa.org/BMC. Early bird registration rates end December 15, 2017. First-time attendees and those that have not attended within the past three years have the opportunity to attend the event for \$500 – more than half of the full registration rate.

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About NIPA

The National Institute of Pension Administrators (NIPA) is the voice of retirement plan professionals looking to move TPA businesses forward. NIPA serves TPA business owners across the United States by creating environments with world-class education, best-practices exchanges, and deep peer-to-peer relationships. As a result, our members' revenue grows dramatically, processes are streamlined, productivity increases, and life-long relationships are developed. For more information, visit www.nipa.org.