



*For Immediate Release: October 27, 2016
Contact: Lauren Checea, 312.673.4891*

National Institute of Pension Administrators' Business Management Conference Gives TPA Business Owners the Tools They Need to Increase Profitability

Chicago — The National Institute of Pension Administrators (NIPA) encourages Third Party Administrator (TPA) business owners to register for the 2017 Business Management Conference (2017BMC), to be held Jan. 14-16 in Scottsdale, Ariz.

Every year, TPA business owners and executives gather for this unique event that presents an intimate environment for sharing business challenges and successes with industry peers. As the only event focused on the business aspects of running a TPA practice, attendees of the 2017BMC can look forward to three days that are designed to provide insight on both industry trends as well as how business owners can market themselves, stay ahead of the competition and increase efficiencies and profitability.

“The BMC gives TPA business owners designated time for working on their business and preparing for the year ahead” said Laura J. Rudzinski, NIPA Executive Director. “Best practices and experience-sharing provides attendees with information specifically focused around growing their business, while the environment of the BMC allows them to relax and rejuvenate. The BMC attendees return to work ready to hit the ground running.”

The 2017BMC features sessions on topics to help TPA business owners focus on growing their businesses, saving time and increasing profitability, while earning up to 12 NIPA continuing professional education (CPE) credits:

- Developing a championship mindset
- Upcoming public policies
- Improving sales by ditching the elevator pitch
- Hiring and retaining top employees
- Improved critical thinking skills
- Memory training

“In response to attendee feedback, I’m excited to be moving the BMC back to the weekend,” said Matt King, 2017BMC Chair, Director TPA Relationships, The Standard. “Shifting the event to the weekend allows attendees to really disconnect from their day-to-day work and focus on what they can learn from their peers and bring back to their businesses.”

Learn more about the event and register at www.nipa.org/BMC. Best rates expire Dec. 16, 2016.

###

About NIPA

The National Institute of Pension Administrators (NIPA) is a national association that serves TPA business owners 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.