

ACIL

2013 Annual Meeting

October 6-9 • Scottsdale, AZ

CALLING ALL LEADERS!

ACIL Continues Tradition of Excellence at 2013 Annual Meeting

An exciting program is taking shape for this year's annual meeting at the Scottsdale Plaza Hotel. See below for just confirmed speakers and educational sessions.

KEYNOTE: *Prospering through Relationship Building*

Re-energize and garner a new perspective from multi-millionaire and philanthropist Alfredo Molina, sharing life lessons on the value of building and maintaining all sorts of business and personal relationships, which allowed him to rise to the top of his industry. A Cuban refugee arriving in Chicago in 1967, he was touched by the kindness of strangers, leading him to a life helping others, and unparalleled success.

Designing a Lean Laboratory. Scot Webster, senior vice president from industry giant UL, discusses UL's 7-year journey using "lean" to dramatically transform laboratories and improve operations, focusing on the essential role of leaders to develop strategy, then drive the right systems and operating mechanisms every day.

Maximizing the Value of Your Laboratory. Discover factors that impact the economic value of your laboratory and learn how to strengthen accounting controls to maximize value and reduce risk at this educational session with John White, a credentialed business appraiser and forensic accountant, and managing director of Veriti Consulting.

Capitalizing on Customer Relationship Management (CRM) Data. Learn about Restek's recent redevelopment of its CRM database, including how best to maintain, update and integrate this information with other systems in use, as well as innovative ways to use this information to develop new business, from Restek Director of Marketing Dennis Clasbell.

After last year's overwhelmingly positive feedback on our networking events, an additional special networking opportunity is in the offing. Stay tuned for more details in the coming weeks.

For more information on the annual meeting, [click here](#), or on the following links:

[Preliminary Schedule](#)

[Meeting Registration](#)

[Hotel Reservations](#)

