

Table	Time	Topic	Time	Topic	Time	Topic	Time	Topic	Time	Topic
1	9:30 - 10:05	Edelweiss Grids: Event Proposals Publishers Want	10:10 - 10:45	Edelweiss Grids: Event Proposals Publishers Want	10:50 - 11:25	Edelweiss Grids: Event Proposals Publishers Want	11:30 - 12:05	Edelweiss Grids: Event Proposals Publishers Want	12:10 - 12:45	Book Fairs: Beginners
2	9:30 - 10:05	New store owners	10:10 - 10:45	Creating Community Author Events	10:50 - 11:25	Chalkboards	11:30 - 12:05	Sidelines	12:10 - 12:45	Sidelines
3	9:30 - 10:05	Independent Bookstore Day	10:10 - 10:45	Getting the Most from ABA Membership	10:50 - 11:25	Independent Bookstore Day	11:30 - 12:05	Getting the Most from ABA Membership	12:10 - 12:45	Returns
4	9:30 - 10:05	Edelweiss for Buyers & Events	10:10 - 10:45	Remainders	10:50 - 11:25	Booking & Promoting Events	11:30 - 12:05	Writing / Designing Newsletters	12:10 - 12:45	Ticketed Events
5	9:30 - 10:05	Staff Picks: Best Practices (Adult)	10:10 - 10:45	Membership Programs	10:50 - 11:25	Creating a Welcoming Store	11:30 - 12:05	Staff Picks: Best Practices (Kids)	12:10 - 12:45	Buying for Margins
6	9:30 - 10:05	Used books: buying selling & merchandising	10:10 - 10:45	Teacher's Night	10:50 - 11:25	Working with Local Authors	11:30 - 12:05	Creating Community Author Events	12:10 - 12:45	Booking & Promoting Events
7	9:30 - 10:05	Social Media: Beginners	10:10 - 10:45	Social Media: Influencer Marketing	10:50 - 11:25	Social Media: Advanced	11:30 - 12:05	Social Media: Beginners	12:10 - 12:45	Social Media: Advanced
8	9:30 - 10:05	Creative Ways for Community Outreach: Children's Programming	10:10 - 10:45	Creative Ways for Community Outreach: Children's Programming	10:50 - 11:25	Creative Ways for Community Outreach: Children's Programming	11:30 - 12:05	Creative Ways for Community Outreach: Children's Programming	12:10 - 12:45	Creative Ways for Community Outreach: Children's
9	9:30 - 10:05	Diverse Children's Literature: help navigating resistance & overcoming customer bias	10:10 - 10:45	Diverse Children's Literature: help navigating resistance & overcoming customer bias	10:50 - 11:25	Diverse Children's Literature: help navigating resistance & overcoming customer bias	11:30 - 12:05	Diverse Children's Literature: help navigating resistance & overcoming customer bias	12:10 - 12:45	Diverse Children's Literature: help navigating resistance & overcoming
10	9:30 - 10:05	Literary Festivals	10:10 - 10:45	Pop-Up / Hybrid Store Models	10:50 - 11:25	Self Care	11:30 - 12:05	Self Care	12:10 - 12:45	Self Care
11	9:30 - 10:05	IndieCommerce	10:10 - 10:45	IndieCommerce	10:50 - 11:25	Book Fairs (Experienced)	11:30 - 12:05	Courting Genre Customers	12:10 - 12:45	Edelweiss for Staff