# TLOMA 2022 Conference & Trade Show – Building your Business Case

# Why Attend?

#### PEER- DRIVEN PROGRAMMING

The educational program is based on the most relevant and practical topics and trends identified by the Conference Planning Committee and their peers.

# **INSPIRATION KEYNOTES**

There are two impactful and inspiration keynotes that set the stage for inspirational learning.

#### **QUALITY EDUCATIONAL SESSIONS**

Speakers come from and cover all areas of administration in a law firm.

#### **CREATIVE SESSION FORMATS**

Sessions are presented in different formats to meet a variety of learning styles. From discussions to panels, there is something for everyone.

# PROFESSIONAL DEVELOPMENT

No matter how experienced you are, everyone can learn and be inspired. The educational aspect of a conference can expose you to a variety of new ideas, and help you discover innovative ways to be more productive and gain valuable insights from your peers.

#### VALUE FOR DOLLAR

With the tremendous support of our sponsors, we are able to offer competitive registration fees. The cost for TLOMA members to attend this 3-day conference is \$845 + HST before May 31, 2022 and \$1,025 + HST thereafter. This includes all educational sessions, entrance to the Trade Show, meals and networking events. Travel and hotel are not included and are additional.

#### **ENGAGING EXHIBITORS**

Explore the Trade Show that will feature at least 50 key Business Partners. Find market-ready solutions and services for your firm or department and discover the latest technologies that can result in greater efficiencies.

# **NETWORKING OPPORTUNITIES**

Many attendees rate networking as the most important benefit of TLOMA conferences. Throughout the conference, we offer a number of settings in which to connect and network with fellow attendees and our Business Partners to share and discuss newfound learnings.

# **General Tips to Supporting your Request**

- Plan early and take advantage of the discounted rates.
- Focus on specific benefits that you will bring back to your office as a return for their investment.
- Offer to prepare and deliver a short presentation and Q&A to share what you have learned.
- Share the conference schedule and materials with colleagues and engage them in determining which sessions to attend.
- Name some of your current tools, technologies and services that need to be replaced or updated and offer to meet with business partners at the trade show who can fill those needs.
- Offer to meet with speakers and business partners of interest and connect them with individuals in your office.
- Prepare a plan that shows who will cover for you and how your workload will be handled while attending the conference.
- Present the exact costs of attending the conference.

# **Document It**

- Understanding your Conference Expenses <u>Budget Template</u>
- Building your Business Case Sample Email