

2025 Regional Meeting



September 17-18, 2025

**IHG Crowne Plaza, Downtown
Indianapolis, IN**

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Welcome to the AMC Institute 2025 Regional Meeting



Dear Colleague,

Welcome to the Circle City! I'm excited to welcome you to Indianapolis for AMC Institute's 2025 regional conference.

I hope you'll take this opportunity to meet with fellow colleagues in the AMC space, take in the great content we've organized and enjoy the surrounding area. I hope you also take the opportunity to enjoy the newly remodeled Crowne Plaza at Historic Union Station (look for the train car rooms on the 2nd floor)!

I'd like to thank all of the committee members who helped organize this return to regional programming, the AMCI Staff as well as our host partners. We couldn't do this program without a 'village' of volunteers, staff and partners!

Welcome again and enjoy these next couple of days!

Best,
Lane

Lane Velayo, CAE
Partner
Synergos Association Management
Company



IHG Welcomes You to Indianapolis



Welcome to the 2025 AMCI Regional Meeting!

We're thrilled to have you meet in Indianapolis, the Crossroads of America — our partner city is known for its vibrant culture, thriving business community, and like IHG Hotels and Resorts, constant growth and warm hospitality.

As your meeting hosts, I'm proud to introduce our family of local hotels and global brands, each dedicated to providing exceptional service, comfortable accommodations, and a seamless experience for your stay. You are here to learn, connect and explore and our team is here to ensure your time with us is both productive and enjoyable.

We look forward to being part of your AMCI experience. Welcome, and enjoy your stay!



Jennifer Sommers
Account Director, Global Sales
IHG® Hotels & Resorts

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Indianapolis Dwtm Union Stn



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2025 Regional Meeting

Schedule at a Glance

Wednesday, September 17, 2025

- ▶ 11:00 AM – 12:30 PM **Check In, Registration & Lunch Hosted by Crowne Plaza**
- ▶ 12:30 PM – 1:00 PM **Welcome & What to Expect**
- ▶ 1:00 PM – 2:00 PM **Opening Session**
- ▶ 2:00 PM – 3:00 PM **Educational Session**
- ▶ 3:00 PM – 3:30 PM **Networking Break**
- ▶ 3:30 PM – 4:30 PM **Keynote Presentation**
- ▶ 4:30 PM – 5:15 PM **Keynote Presentation**
- ▶ 5:35 PM – 7:00 PM **Reception hosted by the InterContinental**

*Meet in Hotel Lobby at 5:35 for Reception

Thursday, September 18, 2025

- ▶ 8:00 AM – 9:00 AM **Networking Breakfast & Hotel Tours**
- ▶ 9:00 AM – 10:00 AM **Panel Discussion**
- ▶ 10:00 AM – 10:45 AM **Concurrent Sessions**
- ▶ 10:45 AM – 11:00 AM **Stretch Break**
- ▶ 11:00 AM – 12:00 PM **Keynote Presentation**
- ▶ 12:00 PM – 1:00 PM **Networking Lunch hosted by the Crowne Plaza Hotel**
- ▶ 1:00 PM – 2:00 PM **Concurrent Sessions**
- ▶ 2:00 PM – 3:00 PM **Closing Session**



Schedule of Events



Wednesday, September 17, 2025

11:00 AM – 12:30 PM

Check In, Registration & Lunch Hosted by Crowne Plaza: CROWNE PLAZA®
— BY IHG —

12:30 PM – 1:00 PM

Welcome & What to Expect

1:00 PM – 2:00 PM

Grand Central Station

Opening Session: Ready, Set, Connect!



Facilitator:

Karyn Nishimura Sneath, FASAE
Engagement & Leadership Lead
Synergos AMC

Some people enter a room for networking and jump in, eager to meet dozens of new friends and colleagues. Others walk in gingerly, hoping they don't look as awkward as they feel. Others hate networking events and activities so much, they don't even come in the door. Be prepared to ease into this session with a little bit of information and then move to create a lot of connections through structured (and NOT embarrassing) activities. We will not hold hands, nor sing songs. We will not trust fall into the arms of strangers. We WILL move, interact, and prepare for a conference full of new colleagues.

2:00 PM – 3:00 PM

Grand Central Station

The Joys & Pressure of Being an Account Executive/CEO



Facilitators:

Leslie Murphy, FASAE, CAE
President
Raybourn Group International



Kim Paugh, CAE
Executive Director and Director of People Strategies
Raybourn Group International

This session dives into the wild rollercoaster ride of being an Account Executive or CEO at an association management company—where the highs are exhilarating, the lows can make you question your life choices, and every board meeting is a new adventure. Join us as we laugh, commiserate, and share survival tips for thriving in a role where you're expected to be both a superhero and a miracle worker—sometimes before your second cup of coffee!

Schedule of Events

3:00 - 3:30pm

Networking Break

BUSINESS EVENTS AUSTRALIA



TORONTO



Taggart's (off of hotel lobby)

3:30 PM – 4:30 PM

Grand Central Station

Purposefully You: Aligning Strengths, Values & Impact



Facilitator:

Amanda Areces
CEO
HRD

Amanda Areces is a dynamic leader who thrives on connecting with people and driving meaningful results. With over 15 years of experience in leadership development across higher education, nonprofit, and private sectors, she brings a personalized, values-driven approach to every client interaction. Known for her engaging facilitation style and creative problem-solving, Amanda specializes in helping individuals and teams align their strengths with strategic goals. A lifelong learner with a passion for topics like trust-building, conflict resolution, and leadership growth, she believes that true progress happens just beyond the comfort zone—and she's committed to guiding others there.

4:30 PM – 5:15 PM

Grand Central Station

Mastering Influence - Inspiring Others to Action



Facilitator:

CJ McClanahan
Speaker, Author, and Advisor

Many of the challenges we have in life - both personally and professionally - are heavily impacted by our ability to clearly get our message across to others. In theory, it seems very straightforward and simple. Unfortunately, it can often lead to disaster. When miscommunication happens, we spend most of our energy blaming others and very little time wondering - "How could I have done better?" In this straightforward talk, CJ helps us understand that the response you get from others tells you everything you need to know about how well you've communicated.

5:35 PM – 7:00 PM

Meet in hotel lobby for Welcome Reception hosted by the InterContinental:



Schedule of Events

Thursday, September 18, 2025



8:00 AM – 9:00 AM

Victoria Station C&D

Networking Breakfast & Hotel Tours



TORONTO

9:00 AM – 10:00 AM

Grand Central Station- General Session

Comparing Apples & Oranges: Gaining Perspectives from other Portfolio Based Companies



Facilitator:

Jodi Fisher, CAE
Chief Executive Officer and Founder
Impact Association Management



Dave Stevens
Managing Partner
Stevens & Stevens
LLC

Dave Stevens is the Managing Partner of Stevens & Stevens, LLC, a firm that has made the lives of hundreds of association executives easier through its trademarked Best Association® services. Among other technical marketing innovations, Stevens & Stevens specializes in helping associations rise to the top of AI-driven recommendations. In combination with its custom programming expertise, Stevens & Stevens has helped associations build membership, improve renewals, and generate new non-dues revenue from coast to coast.



Denver Abernathy
President
Promethius Consulting

Denver Abernathy is a 1994 graduate of Indiana University and an accomplished IT professional with more than 30 years of experience in the field. As a partner at Promethius Consulting for the past 26 years, he has helped organizations leverage technology to achieve their goals while building long-term client relationships. Outside of work, Denver treasures family life with his wife of 20 years and their two daughters, now 16 and 18. He also enjoys a hands-on connection to the land, tending a large produce patch and raising a small herd of Irish Dexter cattle alongside his father and his brother.

This panel session will bring insights and perspectives from other types of companies that work in a portfolio based environment. How do they handle scope creep and conversations with clients? How do they handle production management and work flow management? Leaders from three non-AMC based firms will provide their perspectives that attendees will be able to benchmark from.

Schedule of Events



10:00 AM – 10:45 AM

Concurrent Session - Grand Central Station

Budget Blueprint: Strategies for Success



Facilitator:

Julie Nemmer, CPA
Vice President Accounting & Financial Services
Association Management Center

We will discuss how to successfully create a budget and navigate the presentation of that budget (and the included fee from your AMC) to your client's leadership. Learn how the client fees feed into the overall AMC's budget and other considerations as it relates to the AMCs budget.

Concurrent Session - Victoria Station B

Accelerating AI Thinking & Readiness at AMCs



Facilitator:

Rich Vallaster
Senior Director of Industry Relations and Community Engagement
Personify

This session explores how Artificial Intelligence (AI) can revolutionize every aspect of association management companies (AMCs), from daily operations to strategic decision-making. Designed as a welcoming, jargon-free space for all experience levels, it offers practical insights into AI readiness and showcases how AMCs can use AI to boost efficiency, uncover deeper insights, and make smarter decisions that impress clients and outpace competitors. Attendees can expect actionable tips, live demos, and engaging moments that highlight how every role within an AMC can benefit from embracing AI.

10:45 AM – 11:00 AM

Stretch Break

11:00 AM – 12:00 PM

Grand Central Station

AI-Enabled Adversaries: How Threat Actors Are (Mis)using AI



Facilitator:

Victor Wieczorek
SVP, Offensive Security
GuidePoint Security

An orientation on how adversaries are misusing AI technologies to advance their cyber-attacks with a focus on social engineering, voice cloning, and deepfake technologies. Goals are education, awareness, and the session ends showing how one can create a voice clone of themselves in under 20 min and less than \$20.

12:00 PM – 1:00 PM

**Lunch and Presentation hosted by Crowne Plaza Hotel-
Victoria Station C&D**

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Schedule of Events



1:00 PM – 2:00 PM

Concurrent Session - Grand Central Station

Mentorship & Coaching as Essential Business Skills



Facilitator:

Karyn Nishimura Sneath, FASAE
Engagement & Leadership Lead
Synergos AMC

Coaching and mentoring are core to continued personal and professional growth. But, it's hard to ask someone, "Will you be my mentor?" Everyone in this room can be a coach and can benefit from one as well. This session will explore five different types of coaches one needs for professional development. You'll leave with a good start toward your own goals. This session will be highly interactive, be prepared to share and discuss these concepts with others.

Concurrent Session - Grand Central Station

Tips & Strategies for Managing Multiple Clients



Facilitators:

Robert Riggs, CAE
partner & EOS Integrator.
Synergos AMC



Caroline White
Director of Member Services
Synergos AMC

This session is designed to strengthen your capacity to manage your workload in a multi-client environment. Participants will gain practical strategies to structure their workday, week, month, quarter, and year based on varying scopes of services.

The workshop will also provide a case study of Asana (a project management platform) can be used to manage both the client services and the work of your client teams.

2:00 PM – 3:00 PM

Leading the Leaders: The Mindset Shift to Become an Executive Director



Facilitator:

Linda Caradine-Poinsett, PhD, MJ, MBA
Chief Strategy Officer
AMC

Learn what it takes to make the leap from manager or director to Executive Director. This session helps mid-level professionals understand the strategic, emotional, and cultural mindset needed to lead associations at the executive level.

Thank You to our 2025 Regional Meeting Sponsors



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Networking Break Sponsors

BUSINESS EVENTS AUSTRALIA



TORONTO

Crowne Plaza Hotel Function Space

