

Roger Dawson

List of Prior Speaking Engagements

Automotive/Trucking Industry

AIM National Leasing
 American Auto Leasing Assn.
 American Assn. of Equip. Lessors
 American Retreaders
 American Traffic Safety Services
 Assn. Government Leasing
 Auto Fleet & Leasing Assn.
 Barr-Nunn Transportation
 Bridgestone Tires
 Broin Companies
 Calif. Moving and Storage Assn.
 Collision Repair Industry Assn.
 Iowa Motor Truck Assn.
 Merchant Fast Motor Lines
 Nationalease
 Nat. Assn. of Truck Stop Operators
 Nat. Truck Leasing Assn.
 Navistar Int'l Transportation Corp.
 New York State Motor Truck Assn.
 NNR Air Cargo
 North American Van Lines
 Northeast Lincoln - Mercury
 Oregon Auto Parts
 Western Assn. of Equip. Lessors

Broadcasting Industry

ASTN
 Joint Communications
 KYVE TV of Yakima Washington
 Leipzig Radio Show-Germany
 Lifetime Television
 Nashville Area Radio Assn.
 National Assn. of Broadcasters
 Nat. Sound & Communication Assn.
 New Jersey Broadcasters
 Radio Advertising Bureau
 Standard Radio Inc.
 Trumper Communications

Construction Industry

AGC of Alaska
 AGC of Cleveland
 AGC of Georgia
 AGC of Nevada
 AGC of Oregon
 AGC of San Diego
 AGC of Washington
 AGC of Wisconsin
 Anderson Construction
 American Institute of Steel Constr.
 Architectural Woodwork Institute
 Bay Alarm
 Boston Kitchen
 Ceramic Tile Distributors
 Construction Specifications
 Constructors of W. Pennsylvania

Dominion Construction
 Granite Construction
 Harvey, Ellington, Architects
 High Industries
 Home Builders Assn.
 Independent Electrical Contractors
 Indiana Constructor
 Lasco Bathware
 Lakeside Industry
 Lindal Cedar Homes
 LK Comstock
 Manufacturing Housing Educ. Trust
 Manufactured Housing Assn.
 Master Builders of Iowa
 MI Plumbing & Mech. Contractors
 Nat. Assn. of Floor Covering Distr.
 National Electrical Contractors
 Nat. Home Builders
 National Rural Builders Trade Assn.
 National Wood Flooring
 NECA of Washington
 Painting Contractors of America
 PDM Service Centers
 Pennsylvania Electrical Contractor
 Plumbing, Piping Industry Council
 Proof Management
 Reliance Building Products
 Star Building Systems
 State Contractors
 Vaarco-Pruden Buildings
 Wood Molding & Millwork

Financial Institution Industry

Accounting Day
 Alex Sheshunoff
 Anderson Consulting
 Assn. of West Securities
 Balboa Capital Finance
 Bank of America
 Bradford Systems Corporation
 California Credit Union
 Capital City Savings & Credit Union
 Center for Economic Development
 Charles Givens Organization
 Citizens Bank
 Corporate Financial Services
 Credit Union Executives Society
 Far West Savings
 Federal Home Mortgages
 Fidelity Bank, Florida
 Fidelity Investments
 GE Capital of Mexico
 Greyhound Financial
 Internal Claims Assn.
 Iowa Credit Union League
 ITT Flight Corporation
 Jack Henry Banking Software

Jefferson Wells Financial Co.
 John Deere Credit
 Massachusetts Credit Union
 Mission Hills Mortgage
 Morgan Stanley
 Mortgage Bankers Assn. America
 Mortgage Speakers Bureau
 M & T Bank, NY
 National Assn. of Credit Management
 New Century Mortgage
 Muni-Mae Midland
 National CPA Group
 Ocwen Federal Bank
 Ohio Savings Bank
 Oliver Allen
 Peat Marwick, Main & Company
 Price Waterhouse
 Read Bradford Systems
 Saling Bank and Trust
 Sentra Securities Corporation
 Society Market Prof. Services
 S & T Bank, PA
 Tennessee Credit Union
 Texas Credit Union League
 United Financial Group
 US Bankcorp
 Utah Bankers Assn.
 Walnut Street Securities
 Wells Fargo

Miscellaneous Assns.

3M National Advertising
 ACUTA
 American Bus Assn.
 American Feed Industry Assn.
 American Fence Assn.
 American Gas Assn.
 American Veterinary Distr. Assn.
 APS Energy Services
 Asheville Chamber of Commerce
 Assn. of American Colleges
 Assn. of Field Service Management
 Assn. of Rotational Molders
 Auction Marketing Institute
 Am. TeleServices Assn.
 Australia Congress
 Business Technology Assn.
 Calif. Assn. Automatic Vendors
 Calif. Federal Assn. of Executives
 CA Assn. Licensed Investigators
 California League of Cities
 California Sign Assn.
 California Water Assn.
 Club Managers Assn.
 Collegiate Conferences
 Cosmetic & Fragrance Assn.
 Council of Growing Companies

Directory Marketing Assn.
 Distribution America
 Document Technology Int. Assn.
 Equipment Leasing Assn.
 Forging Industry Assn.
 General Agents Managers Assn.
 Hobby Industry Assn.
 Home Office Reference Labs
 Human Rights/Fair Housing Comm.
 Indian Jewelry Association
 Institute Management Studies
 Intl. Sanitary Supply
 International Sign Assn.
 Investment Recovery Assn.
 LeHigh University
 Machinery Dealers Assn.
 Manufacturers Executives Assn.
 Meeting Planners International
 Marketing Research Assn.
 Material Handling
 Meeting Planners International
 Multi-Service Management
 NACVA
 Nat. Agri-Marketing Assn.
 Nat. Assn. College Auxiliary
 Nat. Assn. of Credit Mgmt.
 Nat. Auctioneers Assn.
 Nat. Business Forms Assn.
 Nat. Data Corporation
 Nat. Electric Sign Assn.
 Nat. Fasteners & Distr. Assn.
 Nat. Field Selling Assn.
 National Parking Assn.
 Nat. Postal Forum
 Nat. Restaurant Assn.
 Nat. Rural Electric Coop. Assn.
 Nat. Shoe Retailers
 Nat. Sporting Goods Assn.
 New Mexico Assn. Executives
 North American Van Lines
 North Carolina Outdoor Power
 Advertising Assn.
 Petroleum Equipment Institute
 Photo Marketing Assn.
 Prism
 Professional Plant Growers Assn.
 Professional Color Imagers
 Prof Dairy Producers of Wisconsin
 Proof in Advance Education Inst.
 Retail Advertising Conference
 Sanitary Supply Association.
 Scholastic, Inc
 Southern Cemetery Assn.
 Texas Mini Storage Assn.
 Trial Lawyers Assn. Of America
 Underfashions Club
 Veterans Affairs
 Warehouse Education & Research
 Council
 Wholesale Florists of America
 World Waterpark Assn.
 YPO El Paso
 YPO of Ohio
 YPO of Western Michigan

General Sales Industry

ADM International
 Am. Telemarketing Assn.
 AutoZone
 Baccardi Corporation
 Best Buy Stores
 Brandt Corporation
 Burns Veterinary Supply
 Business Systems Assn.
 Cadmus Mack Printing
 Cintas Uniforms
 Coach Ken
 DCI Marketing
 Federal Express
 FMG
 Fosco
 Good Catalog
 Hy-Vee Grocery Stores
 Independent Cash Register Dealers
 Institution for Business Industry
 Kent Landberg
 Kerr-McGee Oil Exploration
 Levenger
 Lysonix
 Maly's
 Maybelline Corporation
 Meridian Associates
 MasterSales Institute
 Nat. Assn. of Music Merchants
 New England Mail Order
 Norm Thompson
 Norwegian Cruise Lines
 Outdoor Advertising Assn.
 Outdoor Power Equipment
 Patten Corporation
 Penzing Media
 Plastic Distr. Int. Assn.
 Point of Purchase Advertising Assn.
 Produce Marketing Assn.
 Rain Bird
 Regal Ware
 RTN Business
 Solo Cup Company
 South Carolina Automatic Merchandise
 Assn.
 Schuller, Inc.
 Uline
 Western Paper
 Valpak

Food Service Industry

Acapulco Restaurants
 Armour Foods
 Bryan Foods
 C&S Wholesale Grocer
 Cadbury Schweppes
 Carnation Corporation
 ComSource
 Convenient Food Mart
 D.D. Williamson Food Color
 Ducks Unlimited
 Food Maker - Jack In The Box
 Food Marketing Insitute

Food Service Group
 Food Service Equipment Assn.
 General Foods
 Intl. Dairy-Deli-Bakery Assn.
 J.R. Simplot Company
 MA Food Service Industry Assn.
 MarketFare Foods
 Nat. Assn. of Wholesale Grocers
 National Restaurant Assn.
 NE Dairy & Deli Assn.
 Nestle Brands
 Premier Food Services
 PrintPack
 Produce Marketing Assn.
 Quality Dairy Products Assn.
 Quick Trip
 Safeway
 Society for Food Service Mgmt
 Solo Cups
 Sugar Foods
 Wine Wholesalers of America

High Technology Industry

Acuson
 Anacomp Corporation
 Bay Network Computer Advertising
 Bell South Cellular
 Carrier Software
 Cincom Systems
 Computer Associates
 Data Products
 Dunn & Bradstreet Software
 Electronic Label Technology
 Emageon
 Hewlett-Packard
 HISCO
 IBM
 Independent Computer Consultants
 Inference
 IXOS
 JavaSoft
 Joint Communications Corporation
 Landis & Staefa
 Laserscope
 Liberate Technology
 Litton Data
 MAI Basic Four
 Metro Information Systems
 MCI Communications
 MCI Webinar
 National Data Corporation
 National Telecommunications Assn.
 Novadyne
 Oracle Corporation
 Pitney Bowes
 ROI Systems
 Ross Systems
 SAP
 Siemens Corporation
 Seagull Software
 Sun Microsystems
 Unisys Corporation
 Video Software Dealers Assn.
 Vivitar

Xerox

Insurance Industry

Akron Life Underwriters
 Aetna Life & Casualty
 Alden Risk Management
 American Society of CLU
 Blue Cross / Blue Shield Wyoming
 Brokerage Agencies
 CO ALU
 Colorado CLU
 Companion Life
 Florida Assn. of Insurance Agents
 GAMA
 Guardian Life Insurance
 Insurance Center
 Insurance Marketing Services
 John Alden Life Insurance Company
 Metropolitan Life
 Michigan Millers Mutual Ins.
 Million Dollar Round Table
 Monroe Guaranty Insurance
 Nailba Life Insurance
 Nat. Assn. Of Independent Life
 Nat. Assn. Public Adjusters
 Nationwide Health Plans
 Pacific Mutual Life Insurance
 Top of the Table

Healthcare Industry

3M Infusion Therapy
 Abbott International Division
 Academy of Dispensing Audiologists
 Academy for Health Services Marketing
 Academy of Managed Care Pharmacy
 Alton Physical Therapy Assn.
 American College of Physician Executives
 American Health Care Assn.
 American Health Care Radiology Administrators
 American Hospital Assn.
 American Physical Therapists
 American Radiology Business Managers Assn.
 Am. Society of Hospital Engineers
 Aurora Healthcare
 Banner Health, Phoenix
 Becton - Dickinson Microbiology
 Bio Medical Marketing Assn.
 BJC Health, St. Louis
 Boehringer Ingelheim
 CA State Society of Orthodontists
 Cardinal Health
 Chiropractic Elite Organization
 Christiana Care, Phoenix
 Cobe Laboratories
 Continental Medical Systems
 Christus Healthcare
 Equipment Leasing Assn.
 Fairfield Medical Group
 Foundation - Hospice & Home Care
 Genetech Corporation
 Georgia Medical Group Assn.

Great West Life

Harper Hospital
 Harvard Medical School
 Healthcare Distr. Mgmt. Assn.
 Health Industry Repr. Assn.
 Health Net Corporation
 HFMA Idaho, Michigan, Ohio, OK
 Hudson Respiratory
 Indianapolis Healthcare
 Kentucky Hospital Assn.
 Life Technologies
 Lysonix
 McKesson
 Med Group
 Medical Data Electronics
 Medical Equipment Distributors
 Medline Industry
 Merck
 Mercy Hospitals
 Merris Labs
 Metro Life Systems
 MGMA AZ, CO, NV, NY, OH, OR, WA, WI
 Michigan Health Care
 Nat. Agri-Marketing Assn.
 Nat. Assn. of Retail Druggist
 Nat. Electricians Conv.
 National HMO
 National Hospice
 National Pharmaceutical
 Nebraska Hospital Assn.
 North Carolina Bio Medical Assn.
 Nyack Hospital, NY
 Oklahoma Hospital Administration
 University of Texas
 Osteonics
 PacifiCare
 Pennsylvania Medical Records
 Pomerado Healthcare
 PPG Bio Medical
 Practitioners in Infection Control
 Private Heath Care Systems
 Private Practice Section
 Healthcare Planning & Mark.
 Mountain Healthcare PA
 Sisters of Mercy
 Southern Medical Assn.
 Spectrum Emergency Care
 Society Radiation Oncology Admn.
 Steven Healthnet
 Sun Health
 Tennessee Medical Group
 Trinity Healthcare
 United Health
 University of Wisconsin Health
 Virtua Health
 WellPoint HMO
 Women's Orthopedics Surgeons
 Zoll Medical

Manufacturing Industry

ABB Industrial Systems
 AG & Industrial Manufacturers Representatives

Aircapp

American Apparel Manufacturers
 American Cast Metal Assn.
 American Feed Industry Assn.
 Apparelmaster, Inc.
 Assn. of Rotational Molders
 Austin Powder
 AW Chesterton
 Bell & Howell
 Black & Decker
 Bonar
 Bosch-Rexroth
 BOSE Corporation
 Bostik Findley Corp.
 Brentagg
 Brentagg MidWest
 Bryant Heating
 Burlington Northern Railroad
 Burndy Corporation
 Cambro Manufacturing
 Carpetmax
 Chain Link Fence Inst.
 Chromalux Manufacturing
 Copperweld Corporation
 Cytec-Fibrite
 Duo-Fast Corporation
 ESCO
 Eureka
 F&S Carton Company
 Forging Industry Assn.
 Foseco
 Fuller O'Brien Paint
 Gasket Fabricators
 General Motors
 Gripco Fasteners
 Hagggar Clothing Company
 Hayward Industries
 Hill Refrigeration Corporation
 HISCO
 Incentive Manufacturing
 ITT Flygt Corporation
 Kermin Industries Inc.
 Kerr McGee Oil Exploration
 Kerr Glass Manufacturing
 Linc Company
 Marlin Industrial
 Miniature Precision Bearing
 Nat. Assn. of Chemical Distr.
 Nat. Assn. of Metal Finishers
 Nat. Assn. Store Fixture Manu.
 Nat. Paperbox & Packaging
 Network Services
 Olin Chemical
 Pacific Oil Conference
 Patten Corporation
 PB&S Chemical
 Perrigo
 Precision Metal Forming Assn.
 Russell Stanley Industries
 Security Network
 Sentry Hardware
 Sheet Plate Fabricators Assn.
 Siemens Energy and Automation

Society of Manufacturing

Soco-Lynch

Spartan Motors

Stanley Hardware

Starcraft

Steel Plate Fabricators

Steel Service Center Institute

Strohs Brewery

Thermo-Black-Clausen

Tsumura International

United Technology (Carrier AC)

Universal Instruments

Vermeer Manufacturing

Wacker Corporation

Waterbed Manufacturing

W-D40 Company

WEMCO

Printing Industry

A-Copy, Inc.

Banta Books

Del Mar Printing Company

Haas Publishing Company

Hearst Business Publishing

Homes & Lands Publishing Co.

Inc. Magazine

International Reprographics Assn.

Michigan Millers Insurance

Nat. Assn. of Quick Printers

Nat. Business Forms Assn.

Radio Ink Magazine

Success Magazine

Washburn Graphics

Public Seminars

American Sales Trainers

Boston Peak Int'l Ltd.-New Zealand

Business Exposition

Fred Pryor Seminars

Future Achievement Corporation

High Achievers Network

High Performers Network

Leaders Enterprises, Kuwait

Motivation Marketing

Nightingale-Conant

Peak Performance

Peak Performers of Toronto

Perfekt-Power -Budapest, Hungary

Poland Business Assn.

Power Selling Seminars

Productivity People

PowerSelling Seminars

Results Seminars

Seminar Promotions, International

Slife Seminars

Star Performers

Success Clinic

Success Source

Summit Canada

Synergy Entire, Malaysia

The Howard Group

Yes Network

Ziglar Seminars

Real Estate Industry

American Land Title Assn.

AMLI Realty

Ann Arbor Board

Antelope Valley Board

Arkansas Assn. of Realtors

Arlington Board of Realtors

Atlantic City/County Board of Realtors

Bakersfield Board of Realtors

Better Homes & Gardens National

BOMA Hawaii

Board of Orange & MPLWD

Broker Council of New Jersey

Brown Realtors

Building Industry Assn.

California Assn. of Realtors

Carpetmax

C21 Arkansas

C21 Durkan Wadsworth

C21 Canada

C21 Illinois

C21 Indiana

C21 International

C21 Washington

Champaign Board of Realtors

Charles Dunn Company

Charlotte Assn. of Realtors

Clearwater Board

CRE OnLine

Commercial RE Women

Coldwell Banker Relocation Services

Colorado Assn. of Realtors

Cushman 7 Wakefield

Delaware Assn. of Realtors

Detroit Metro CID

ERA Des Moines

ERA Mid America

ERA National

Fresno Board

FT. Meyers Merrill Lynch

Ft. Wayne Board of Realtors

Florida Assn. of Realtors Express Tour

Florida Land Partners

Gallery of Homes

Greater Boston Board

Greater Lawrence Board

Greater Springfield Board

Greater Eastern City Board of Realtors

Grubb & Ellis

Gundaker Realtors

Help-U-Sell National Conv.

Houston Red Carpet

Huntington Beach Board of Realtors

Illinois Assn. of Realtors

Indiana Assn. of Realtors

Iowa Assn. of Realtors

Jackson Board of Realtors

Kimco Realty Shopping Center Leasing

Lincoln Board

Long Beach Board

Maryland City Board of Realtors

Menlo Park Board

Merrill Lynch

Michigan Assn. of Realtors

Minnesota Assn. of Realtors

Mississippi Assn. of Realtors

Modesto Board of Realtors

Nevada Assn. of Realtors

New Jersey Assn. of Realtors

New Orleans Board of Realtors

Newport Harbor/Costa Mesa Realtors

NRS Academy

North Orange County Board of Realtors

Northern Virginia Assn. of Realtors

Ohio Assn. of Realtors

Omaha Board

Ontario Realtors Assn.

Orange Park Board

Oxnard Convention

Patton Corporation

Placer City Board

Prudential California Realty

Prudential Real Estate Affiliates

Prudential Nat. Convention

Realtors Assn. of New Mexico

Realty World Corporation

Realty World of Orlando

Realty World of Palm Springs

Red Carpet New Jersey

ReMax Palos Verdes

Richmond Board of Realtors

Riverside BIA

Sacramento Board of Realtors

San Bernardino Board

Santa Maria Board

Scenic Coast Board

Smith & Assc. Tampa

South Alameda Board of Realtors

Sonoma County Realtors Assn.

Spokane Board

Springfield Board

St. Petersburg/Suncoast Realtors

Texas Assn. of Realtors

Utah Assn. of Realtors

Washington Assn. of Realtors

West San Bernardino Board

Windermere Real Estate

Wisconsin Assn. of Realtors

Worldwide Real Estate

York Regional Board of Realtors

Employment Services

Arizona Assn. of Temp. Services

CAIFO Toronto

California Assn. of Temp. Services

Dunhill Staffing Systems

Gail Darling Temporaries

Express Services

Nat. Assn. of Temp. Services

Nat. Public Employers

Select Personnel, CA

TAD Intl Resource Services

Temporary Help Assn. of Arizona

Texas Assn. of Placements

Texas Assn. of Temporary Services

Volt Services Group