

SEMINAR

DESCRIPTIONS

ACD Distribution » Panel Discussion (TH / 11AM ■)

Every year at ACD Games Day, we host this frank, open discussion with our retail partners. Speak with the leadership at ACD Distribution, express your opinions on how we can serve you better, and perhaps help influence our policies moving forward. We're here to listen and learn, so make sure to show up and bring your questions, comments, and concerns; your insights are important to us, and have been instrumental in helping us provide even better service.

ACD Distribution » How to Get the Most out of Games Day (TH / 8AM ■)

Whether this is your first time at the show or you've attended before, our goals are for you to gain as much knowledge as possible as well as make valuable connections and strengthen existing ones. President Bob Maher will give you tips to help maximize the value of your time here at ACD Games Day and make sure you get the most out of everything offered at the show.

Amigo Games, Inc. » How to Sell the Games that Don't Sell Themselves (TH / 8:30AM ■)

Every year the board game industry releases thousands of games. With each release, publishers pour tons of time and money into advertising their hot new products, hopefully driving sales to your stores. But what happens when the hype dies down? Join fellow retailers for a conversation about strategies to sell games when they move off the "New release" shelves and how AMIGO can help!

Arcane Wonders » Arcane Wonders 2024 Edition (TH / 10AM ■)

Reviewing the latest and forthcoming releases from Arcane Wonders.

Ares Games » What's New at Ares Games (FR / 11AM ■)

Brief overview of our new products for the coming months as well as information on the direction of the company and our many partnerships.

Black Oak Workshop » Where Dice are Treasure (FR / 8:30AM ■)

Get to know the people at Black Oak Workshop, our creative process and our expansive product line of dice, dice bags and Advent-ure Calendars.

Calliope Games » The Games and the Beer—They're All New to Me! (FR / 8AM ■)

With more than 3,000 games (and even more beer) being released every year, store shelves can become daunting for both the experienced and the novice. In the past we've talked about the importance of the tried and true evergreen titles which grace a small part of our shelves; in this presentation we'll explore the thought that All Games are New Games.

Capstone Games » The Newest Capstone Games Products and a Learn-to-Play of Tangram City! (TH / 10AM ■)

Check out the newest releases from Capstone Games including Phantom Sleeves - a great add-on for your store sales. We'll also do a Learn-to-Play of Tangram City with a free copy for you!

Catalyst Game Labs » What's New with Catalyst? (FR / 11AM ■)

Learn about what is new with BattleTech and Shadowrun, as well as all new product lines like Voltron, Kung Fu Panda, and new partnerships with Snoop Dogg (Snoop Cereals Board Game) and Paizo (Runefire, the Pathfinder board game!)

Cephalofair » Cephalofair 2024 Hot New Releases (FR / 8AM ■)

Join us for a look at the exciting new games Cephalofair is bringing to your stores in 2024!

Cubicle 7 » You Don't Carry C7? Why Do You Hate Money? (TH / 8:30AM ■)

All the latest on what's going on with Cubicle 7 Entertainment. Why you should stock our lines, the titles coming over the next quarter or two for our GW licensed games, and the latest on our bespoke new setting Broken Weave!

Dara Studios » Newest Games Coming Your Way From Dara Partners! (TH / 11AM ■)

Learn about the newest games coming your way from Floodgate Games, Crowd Games, Bright Eye Games, Mystery Agency, and other Dara clients. We will also discuss how to best help your stores stock and sell our client's games to maximize your profits!

Dragon Shield » Dragon Shield (TH / 8:30AM ■)

A look into Q3 & Q4 2024

Evil Genius Games » Evil Genius Games (FR / 9AM ■)

Join Evil Genius Games as we discuss our brand-new Organized Play Program - E.G.O. In this discussion, we will cover everything you need to know to host games at your store. Additionally, we will introduce Dispatch, a mobile app that 1) schedules games, 2) records game progress, and 3) tracks character progression. Essentially, this app operates the program for us, offering a paperless experience for everyone involved. Learning Objectives: Hear how our organized play program works. Learn about the benefits this program brings to your store. See how the Dispatch app works.

Exalted Funeral Press » Exalted Funeral Hangout Session 2024 (TH / 8AM ■)

A new Games Day brings an all new set of tips for selling weird little role-playing games in your shop, and we'll give a rundown of what we have coming your way this year.

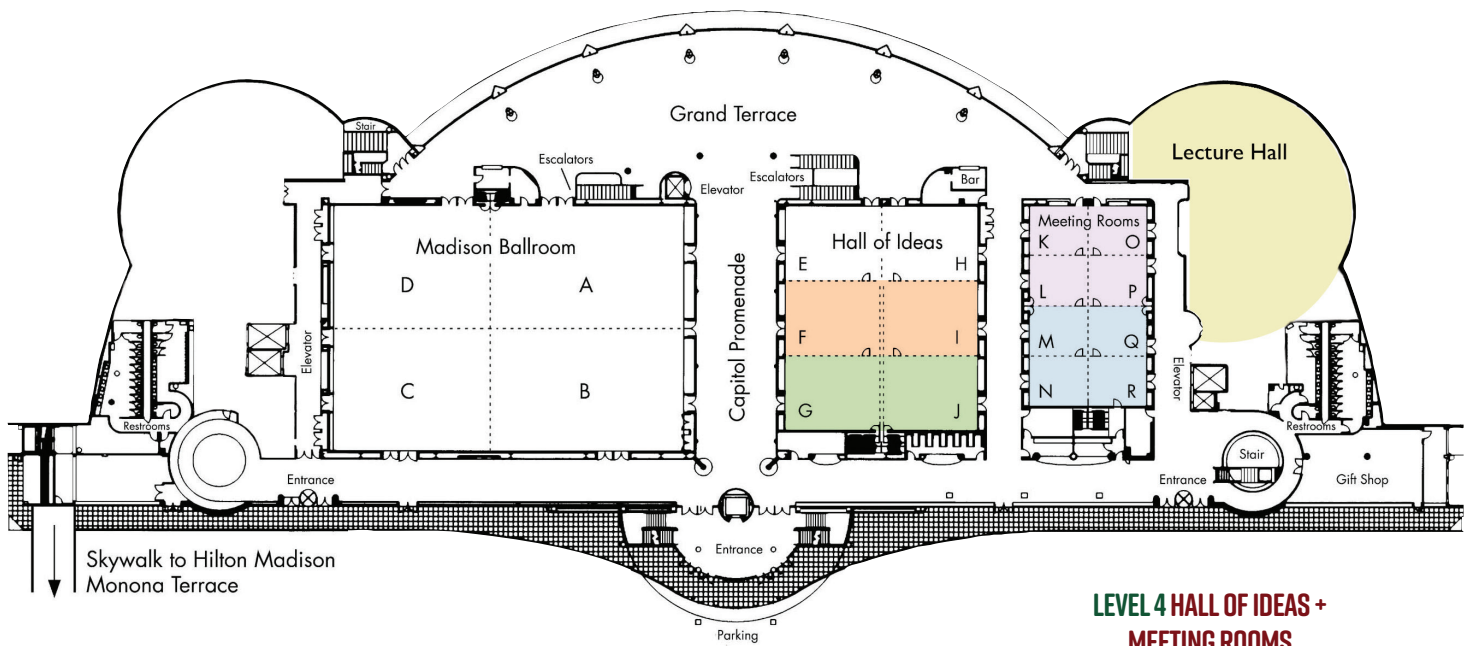
FanRoll by MDG » Reshaping the Landscape of Dice with Licensing and Innovation (TH / 11AM ■)

FanRoll has signed some of the biggest names in the industry in the past year including Dungeons and Dragons, CATAN, Pathfinder, Starfinder, Tales of the Valiant, Walking Dead and Invincible. Come check out how we are using top brands with new innovation to bring freshness to the tabletop accessory space!

Flat River Group, LLC » Flat River Group: Coming Soon! (TH / 9AM ■)

Join Flat River Group as they discuss upcoming releases, restocks, and more!

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LEVEL 4 HALL OF IDEAS + MEETING ROOMS

Flat River Group, LLC » Flat River Group Presents: Captain Flip! (FR / 9AM ■)

Join Colin and the rest of the Flat River Group team for a playthrough of Captain Flip, by PlayPunk! Raise your flag, take risks to recruit a colorful crew, and earn maximum gold coins! Captain Flip is a game of obvious simplicity, explained in less time than a cannonball shot: On your turn, draw a character from the bag. Keep it or Flip it over. Then place it on your board to form your crew. Captain Flip is accessible and fun for swabbys and old sea dogs alike!

Flying Frog Productions » Worlds of Brimstone (FR / 9AM ■)

A look at the past, present, and future of the critically-acclaimed dungeon crawler, Shadows of Brimstone. Learn how to guide your customers on their journey into Brimstone and how the different vibrantly-themed OtherWorlds connect with each other.

Gate Keeper Games » Dice, Dice, Dice! (TH / 10AM ■)

Learn about Gate Keeper Games & Dice's full line of products available to you, and how to best succeed in selling these unique dice and dice sets in your store!

Goodman Games » Goodman Games Q3/Q4 Preview (FR / 8:30AM ■)

A preview of what Goodman Games will be offering for the second half of 2024.

Hymgo Premium Gaming Supplies » How to Sell More Dice (TH / 8:30AM ■)

Learn how to increase your dice sales and better monetize role playing games using mystery dice

Kobold Press » Kobold Press: Raising the Black Flag (FR / 11AM ■)

Kobold Press discusses their 2024 flagship release, Tales of the Valiant.

Mayday Games » Mayday to the Rescue! (FR / 8AM ■)

Upcoming games and accessories from Mayday Games and Imperial Publishing. Come and see what is new for 2024!

Mindclash Games » From Kickstarter to Direct-to-Retail: One Publisher's Experience (FR / 10AM ■)

With growing discussions of the use of crowdfunding platforms by established companies, we will explore the experiences of Mindclash Games in transitioning from a crowdfunding-centered focus to one that focuses more direct-to-retail releases and retailer support. This seminar will include a look at the Mindclash Games line (our line that primarily focuses on crowdfunding for new releases) and Mindclash Play (our new direct-to-retail line).

The Op » 2024 The Op Games Product Line Showcase (FR / 10AM ■)

Join us for an exclusive presentation showcasing our exciting 2024 product line, including highly anticipated titles like Aqua and Gnome Hollow! Don't miss this opportunity to get a sneak peek at what's in store for the upcoming year!

Paizo, Inc. » Turn Your Customers into Roleplayers (TH / 9AM ■)

Join Cosmo, Director of Sales for Paizo Inc., as we explore ways to convert customers into lifelong roleplayers.

Paizo, Inc. » Paizo 2024 and Beyond! (FR / 10AM ■)

Join Cosmo, Director of Sales for Paizo Inc. as we look through the exciting upcoming releases that Paizo has in store for the remainder of 2024 and beyond!

Pegasus Spiele » Introducing Pegasus Spiele (FR / 8AM ■)

An overview of who we are, what we do, and why it matters to Retailers, with some Q&A time.

Publisher Services Inc » Psi - Your Partner for Success (TH / 11AM ■)

We will discuss PSI's role in the market and how we can help you create a diverse lineup of winning products in your store. We will discuss key PSI releases and hold a Q&A about a potential Premiere Retailer Promotion.

Queen Games » Queen Games (FR / 11AM ■)

Stefan Feld City Collection and new release Dabba Walla.



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continued »

Renegade Game Studios » Renegade Games 2024 (FR / 10AM ■)

Presenting product information and timing on 2024 games!

Retailer to Retailer » Deciding on the “Enough” For your Game Store (TH / 9AM ■)

It is vitally important to decide what your near term and long term plan for your store is. This will inform almost every decision that you make for your operation. In this seminar, Brenden will lead you through concepts for long term planning for your business and include helpful worksheets for the process.

Retailer to Retailer » Theft & Fraud (TH / 8AM ■)

Everyone would like to think their customers would never steal from them, till it happens. Let's discuss what to do when/if it does happen in your store. This seminar will cover tools to help you prevent your store being a target, trends in theft/fraud, policies and procedures to have in place and working with the police and courts.

Retailer to Retailer » ADA Website Lawsuits – Our Experience Getting Sued in Federal Court (TH / 11AM ■)

Lawsuits using the American with Disabilities Act to claim your website entitles someone to thousands of dollars in damages are a thing. Many game and toy publishers and stores have been sued, including us. We settled our case specifically without a confidentiality clause, so we can talk about what happened.

Retailer to Retailer » Using Numbers to Run Your Store (using Excel and other spreadsheets) (FR / 11AM ■)

I will go over the spreadsheets I've created over my 20 plus years in the industry that track both sales trends and spending trends in ways most retailers don't realize. What sets mine apart is the fact that I have it down to 3 data entry points (sales, overhead and cost of goods) to basically maintain a P & L in real time.

Retailer to Retailer » Ask Me Anything (FR / 9AM ■)

Since 2007, I've led Millennium Games, North America's largest game store. With two terms on the GAMA Retail board, including one as chairperson, and co-ownership of Gaming Days LLC, I've helped shape industry events like Free RPG Day. As co-designer of Dungeons and Dragons Onslaught and co-owner of Light Breaker Studios, I've contributed creatively and commercially. Through TCS Consultation, I offer expertise in publishing, retail, and distribution. With 23 years in the industry, I've engaged at every level, from grassroots to major events. Gaming isn't just a career—it's my life's passion. **Scan the QR code to submit a question for Travis' seminar.**



Retailer to Retailer Panel » Hiring, Training, Employee Retention, and HR (FR / 8AM ■)

Our panel discusses some of the most consistent challenges store owners and managers will face in any industry. Who to hire, what to look for or what to avoid, how to create a positive work atmosphere that makes employees want to work with you, how to handle HR challenges from unruly employees to pay issues, and more.

Retailer to Retailer Panel » How to Use Diversification to Grow Your Business (TH / 10AM ■)

Join our panel as they discuss and field questions on how to avoid funneling all your time, energy, and budget into a narrow product or customer types. Find out how expanding your offerings can bring about a more diverse customer base and help drive business.

Retailer to Retailer Panel » Best Practices in Your Store Are Not One Size Fits All (FR / 10AM ■)

Listen in as our panel discusses the following topics: Metrics: Which metrics to use and when to use them? Discounting: When and how much should you discount items? Play Space: Free to use or pay to play? Other Stores: Are other stores in your area purely competitors or can you work with each other to have mutual benefit and growth?"

Simon & Schuster » What To Get The Gamer Who Has Everything & The Secret to the Meaning of Life (TH / 9AM ■)

How often has a customer come in looking for a gift for someone they love, but they have only a vague idea of what that person might want? Simon & Schuster has the perfect line of RPG and gaming accessory products that your customers will love. We'll give you a great look at everything we have to offer and what is coming next. Also, our presenters happen to know the divine secrets of the universe!

Sirius Dice » Sirius Dice's Latest D&D and MtG Upcoming Releases (TH / 9AM ■)

Check out the latest and most exciting releases from Sirius Dice in the realms of Dungeons & Dragons (D&D) and Magic: The Gathering (MtG). Sirius Dice wants to engage retailers in a collaborative brainstorming session, discuss potential product ideas, themes, and packaging concepts, and gather valuable input on what customers are looking for.

Steamforged Games Ltd. » Steamforged Games The Year Ahead (TH / 8AM ■)

An overview of what products SFG are launching in 2024. What existing lines we are putting in additional support into to drive demand.

The Toy Association » Leveraging Today's Trends & Business Resources for Success (TH / 8AM ■)

The Toy Association invites attendees to discuss its 2024 toy trends and how they can be used to help reach new consumers. The session will also share details on some of The Toy Association's free resources available to the greater toy industry to help increase sales and grow their business, from marketplace opportunities like Toy Fair and LA Fall Preview, educational webinars and research reports, as well as member-exclusive benefit and more.

UVS Games » What's New from UVS Games & UniVersus in 2024? (FR / 8:30AM ■)

Join UVS Games to discuss the 2024 release calendar for UniVersus including the Godzilla Challenger Series and Attack on Titan booster release and the first non-collectible game from UVS Games, Star Trek Star Realms!

Witten Financial » The Magic of Financial Statements and What They Tell You (TH / 10AM ■)

The Tax Wizards of Witten Financial go over the basics of financial statement analysis and discuss business scenarios/cases with the audience.

Witten Financial » The Magic of Positive Cash Flow and How to Get There (FR / 10AM ■)

Often referred to as Finance 201 in our track seminars. We take a closer look at cash flow analysis and provide some case analyses. We'll bring the pens and chocolate!

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