

What an **Industry!**



WPMA President
Kary Tonjum

As I write this, Spring is finally showing here in Montana and it reminds me of a year ago when planning started for the 2023 Expo. We needed to pick a keynote speaker, decide what topics to address in the seminars, find an informative and entertaining speaker for the ladies luncheon, decide if we needed to change the schedule, add more events, and delete events, etc. How do we make this a continued success? Because of the phenomenal people in this industry, the convention was definitely another success! Thank You!

After setting a record last year, I did not expect us to duplicate it. I am sure that each WPMA President speculates if the convention will do well, wonders if the events will be well received, and if the speakers will be enjoyable.

I am happy to announce that we exceeded our room block, registration was on par with last year, the sponsors' contributions increased, the amount of booths increased, the golf attendees and sponsors also went up, and the silent auction total was almost \$3,000 higher! We had very nice weather in the beginning of the week with sun and temperatures in the low 70's.

That was great for golf, but this hurt the attendance for some of our educational sessions. We don't blame you for getting a little sun as it was a long winter and Wednesday's high was only 52!

Our keynote speaker was Jon Dorenbos and he energized the attendees with his amazing life story, all while performing magic. I hope that each of you came away with the motivation to handle what "Life" throws at you and make something positive out of it. It is your choice!

At the Ladies' Luncheon, the women listened to an excellent presentation from Cara Brookins, a mother who built an amazing 3,500 sq. ft. house with her four kids by watching YouTube tutorials. It was a pretty incredible story and was enjoyed by all the ladies. The food was pretty good as well!

Congratulations again to Dennis Campo and his well-earned Hall of Fame award! Highly deserved for his many years of dedication to this industry.

Each and every person that has been asked to be the President takes the role seriously and wants the convention to be a success. It seems like just yesterday when the brainstorming started, and now the year is almost done.

The time has come for Jeremy to start his planning for the event.

Thanks again for all the support from the Executive Committee, the WPMA Staff, the sponsors, the vendors, and the attendees for making the 2023 *WPMAEXPO* a big success!

A handwritten signature in black ink that reads "Kary Tonjum". The signature is written in a cursive style with a small blue teardrop-shaped mark at the end of the last stroke.