



# SEPTEMBER 2020 SCHEDULE

TIA's Virtual Lunch & Learn Webinar Series Is Held *Every Tuesday & Thursday* Afternoon from **12:00 - 1:00 PM ET**.

Registration Is **FREE** & Attendees Can Access Each Webinar On-Demand Post-Event

**TUESDAY**  
September 1

**PRASAD GOLLAPALI**  
TruckerTools

*As Margins Tighten, How Do brokers Reduce Operations Costs, Stay Viable & Profitable?*

**THURSDAY**  
September 3

**GREG QUAST**  
RLS Logistics

*Food Waste - Can We Bridge The Gap?*

**TUESDAY**  
September 8

**CARRIE PALMER**  
Nexsen Pruet

*Independent Contractors – Topics & Trends From Around The country*

**THURSDAY**  
September 10

**CHRIS MILLER, CTB**  
McLeod Software

*Managing Change Is A Process*

**TUESDAY**  
September 15

**CLIFF LAUCLAN**  
Vorys

*Privacy & The Legal Requirements – California's Consumer Privacy Act 2018*

**THURSDAY**  
September 17

**NATHANIEL SAYLOR & JAKI FERENZ**  
Scopelitis, Avalon

*Getting To Yes - Customer Contract Review & Negotiation*

**TUESDAY**  
September 22

**E. ARMSTRONG, P. SIVIA, M. BERNSTEIN**  
Armstrong, Parade, HubTran

*Digitalizing Your Freight Brokerage For Growth*

**THURSDAY**  
September 24

**BRIAN EVERETT**  
TMSA

*The Future Is Now: 5 Tips To Improve Your Sales & Marketing Success*

**TUESDAY**  
September 29

**J. MICHAEL BLOSS**  
Black Belt

*Acquisitions – From A Seller's Perspective*

**PLEASE NOTE: SCHEDULE IS SUBJECT TO CHANGE**

Have Questions or Need Additional Information? Please contact [education@tianet.org](mailto:education@tianet.org) or visit us online at [www.tianet.org](http://www.tianet.org).