



**National Association of Shell Marketers**  
2365 Harrodsburg Road, Suite A325  
Lexington, KY 40504  
888-340-6276  
[www.nasmonline.com](http://www.nasmonline.com)

**Call for Presentation Proposals**  
**2022 NASM Conference & Industry Summit**  
*Speaking opportunities available September 21-23, 2022, Scottsdale, AZ*

**Call for Presentations:** Proposals will be accepted until COB, Friday, June 3rd, 2022.

**Acknowledgement:** All presentation submissions will be acknowledged via email upon receipt.

**Review Period:** Proposals will be reviewed by NASM staff and select members of the Board of Directors. If multiple companies submit proposals on similar topics, a panel of speakers may be formed to provide a variety of information to participants.

**Review and Selection Information**

**Review Criteria:**

1. Relevance to marketers and session topic
2. A well-defined topic with focused objectives
3. Practical application of material
4. Timeliness of topic (**Current ideas of interest include but are not limited to: future of fuels, macroeconomic trends, retention, food service, new tech, etc.**)
5. Original material (NASM prefers material tailored to its specific audience defined below)
6. Speaker qualifications, including previous presentations in topic area, participant evaluations of presenter(s) at previous events (if applicable) and speaking experience of presenter(s)

**NASM reserves the right to:**

- Select any - or none - of the submissions. A proposal may be exceptional, but inconsistent with the goals of the Conference, have legal/antitrust implications, or prove otherwise not acceptable.
- Change the length of time allotted to the presenter.
- Contact the applicants before, during, and after the review process for clarification.

**Speaker Obligations and Agreements**

**The Speaker must:**

- Submit their photo, bio, presentation, handouts, and A/V support requirements by the deadline dates.
- Submit a final presentation and handouts to NASM 15 days before the Conference.
- Allow NASM to post copies of your final presentation online after the Conference.
- Agree to submit an article for the NASM electronic newsletter about the presentation content either before to promote the conference or afterwards for general use.
- Check in onsite to ensure that your final presentation is uploaded and displays properly with the A/V equipment.
- Abide by NASM's non-commercial policy.

**NASM's Non-Commercial Policy:** Participants in NASM programs are seeking valuable educational sessions and are always critical of presenters or sessions that are commercial in nature. Presentations should be educational in nature, with a brief amount of company and contact information at the end of each session.

**Compensation/Reimbursement:** NASM does not provide compensation or reimbursement for speaking at NASM events.

**Audience:** Sessions will have an audience of approximately 50 people and audience skill levels vary as much as the diverse membership. NASM attendees are Shell marketers (also referred to as wholesalers, distributors, or jobbers) who are generally at the General Manager level and higher in their respective companies.

### Required Information

Please note that you do not need to have a full presentation in place at this time. Please provide only a general sense of what you would like to contribute to the selected session topics. Send the following information via email to [matt.sawyers@nasmonline.com](mailto:matt.sawyers@nasmonline.com).

1. **Presentation Title**
2. **Presentation Description:** A 50 word or less description explaining the session content and overall objective. This description should be creative and reflective of learner outcomes and session objectives.
3. **Learner Objectives/Outcomes:** State the presentation instructional objectives (what the presenter intends to accomplish in this session, what the audience should know or be able to do as a result of the presentation). List 3-6 objectives or outcomes for each presentation.
4. **Your contact information:**
  - Name
  - Company Name
  - Title
  - Mailing address
  - Phone Number
  - Email Address
  - Company Website

***\*PRESENTATION OPPORTUNITIES MAY ALSO BE AVILABLE VIA SPONSORSHIP – PLEASE EMAIL MATT at [matt.sawyers@nasmonline.com](mailto:matt.sawyers@nasmonline.com) to discuss those options in more detail.***

**\*\*Deadline to submit proposals is June 3rd, 2022 \*\***