



# REGISTRATION GUIDE



**FEBRUARY 1-3, 2023**  
**HYATT REGENCY MISSION**  
**BAY SPA AND MARINA**



Visit [weathermatic.com/smartcon](https://weathermatic.com/smartcon)  
for event updates.

PRESENTED BY



## WELCOME TO SMARTCON 2023 PARTNER SUMMIT



Weathermatic is excited to host our 2nd Annual Partner Summit called “SmartCon”. SmartCon offers an exclusive Premier Partner experience like no other! The 2-day summit will bring together Premier Partners from across the country for action-packed sessions designed to harness the full potential of SmartLink. During SmartCon, owners, executives, account/maintenance managers and irrigation professionals will share inspirational lessons and actionable insights to:

- Win the Labor Crisis
- Increase Automation and Efficiency
- Build a Sustainability Minded, High Profit Business

### WHAT TO EXPECT:

- Proven Tools for Increased Efficiency and Profit Growth
- Education Tracks: Business and Technical
- Hands-On Learning
- Interactive Group Discussions and Idea Sharing
- Social Events and Networking Opportunities

We’re finalizing truly impactful sessions for SmartCon 2023. See agenda and topics on the next page (subject to change).

### WHEN:

February 1 - 3, 2023

### WHERE:

Hyatt Regency Mission Bay Spa and Marina  
1441 Quivira Road, San Diego, California

### WHO SHOULD ATTEND:

- Owners & Executives
- Irrigation Managers/Technicians
- Operations/Maintenance/Account Managers

#### DAY 1: Wednesday, February 1, 2023

12:00 am - 1:00 pm SmartCon Check-In  
Lunch On Your Own

1:00 - 6:00 pm Sessions and Welcome Reception  
Dinner On Your Own

#### DAY 2: Thursday, February 2, 2023

8:00 am - 5:00 pm Sessions  
Breakfast and Lunch Provided

5:00 pm - 8:00 pm Awards Dinner  
USS Midway Experience

#### DAY 3: Friday, February 3, 2023

8:00 am - 12:00 pm Optional Technical Workshop

### ABOUT THE VENUE

Panoramic views of the Pacific Ocean, Mission Bay, and downtown San Diego frame your stay at Hyatt Regency Mission Bay Spa and Marina. Enjoy our hotel’s on-site pools, waterslides, and direct access to whale watching, sailing, and other water activities.



## AGENDA

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We're still finalizing sessions for SmartCon 2023. The topics and agenda are subject to change.

### **First Look: Dashboards, Integrations, Global Programming**

Get visibility to metrics that matter and keep the scoreboard visible to your team to drive results for your customer and your company.

### **KPI: Setting and Tracking**

Learn firsthand what metrics count, how to track, and what are the benchmarks.

### **Case Studies, Partner Led**

Getting inspections and proposals completed  
Stopping the lost revenue in the irrigation department  
Eliminating the staffing issue for the irrigation team  
Sustainability: Be the recognized thought leader in water

### **Fighting the Labor Crisis: Lean Management and Irrigation**

We are all fighting the labor crisis. Learn the proven processes and techniques to win the crisis.

### **Panel**

Q&A with Platinum Partners. No matter the phase you're in, learn the tips and tricks from the best in the industry.

### **Inspections, Proposals, Kits: Tips & Tricks**

Avoid the lost time and dollars. Learn from the best on how to staff, schedule, perform, and price your irrigation inspections and proposals. Driving customer retention and enhancement revenue.

### **Train the Trainer: Programming - Start to Finish**

Learn and affirm the best programming methods and standardize with your team. Avoid the pitfalls of confusion and eliminate common programming mistakes.

### **Train the Trainer: Diagnostics and Repairs**

Your portfolio is now connected and is sending you Alerts. Learn how to quickly diagnose and repair your customers' irrigation system.

### **Train the Trainer: SmartLink Certification**

Ongoing education and certification on the utilization of SmartLink across the team. Your team is growing, flatten the onboarding curve by having your team certified.



## REGISTRATION INFORMATION

### WHAT'S INCLUDED

- All education tracks
- Welcome reception Wednesday evening
- Breakfast Thursday morning
- Lunch on Thursday
- Thursday evening dinner and experience

	REGISTER BY	RATE
Early Bird Rate	Available until December 15, 2022	\$489 pp
Standard Rate	December 16, 2022 through January 21, 2022	\$589 pp

### HOW TO REGISTER



Register online. Scan the QR code with your mobile device or visit [weathermatic.com/smartcon](https://weathermatic.com/smartcon) to register online.



Weathermatic will send a registration invoice based on your number of attendees. Early bird registration ends December 15, 2022.



Mail your completed registration with payment to: Weathermatic, Attn: A/P Dept  
3301 W. Kingsley Rd., Garland, TX 75041



Email your completed registration form to: [smartcon@weathermatic.com](mailto:smartcon@weathermatic.com)

## TRAVEL & LODGING

Attend the 2023 SmartCon 2nd Annual Partner Summit, February 1-3, 2023, in San Diego, California. **Be sure to book through the special link provided for group rates and benefits. Contact [smartcon@weathermatic.com](mailto:smartcon@weathermatic.com) with questions.**

### HOTEL

[Hyatt Regency Mission Bay Spa and Marina](#)

BOOK THROUGH THIS SPECIAL LINK FOR GROUP RATES & BENEFITS  
From \$209 per night

Hyatt Regency Mission Bay Spa and Marina  
1441 Quivira Road, San Diego, California 92109

### NEARBY AIRPORT

San Diego (SAN)

**For updates to hotels and agenda visit [weathermatic.com/smartcon](https://weathermatic.com/smartcon)**

**REGISTRATION SUBSTITUTIONS:** Participants who have registered for SmartCon but find that they are unable to attend may have someone else use their registration. If you have registered but find that you are unable to attend SmartCon and you have not named a substitute, you will be deemed a no-show. Any fees paid for the registration will be treated as a cancellation and the fees paid forfeited.

**CANCELLATION POLICY:** Cancellations received prior to December 25, 2022 will receive a full refund. Cancellations received up to January 25, 2023 will receive 50% refund. There will be NO refund for cancellations received less than seven days prior.

Visit [weathermatic.com/smartcon](https://weathermatic.com/smartcon) for event updates.



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### 1 COMPANY INFORMATION

Contact Name: <small>Required</small>		Company: <small>Required</small>	
Office Phone:	Cell Phone:	Email:	
Address:		City, State, Zip:	

### 2 ATTENDEE INFORMATION

Attendee Name:	Title	Email:
Attendee Name:	Title	Email:
Attendee Name:	Title	Email:
Attendee Name:	Title	Email:
Attendee Name:	Title	Email:

### 3 BILLING INFORMATION

		# of Attendees	
Billing Contact Name:	Billing Contact Email Address:	Early Bird Rate \$489 X	
Payment Options: <input type="checkbox"/> Invoice Me Weathermatic Accounting Department will send your invoice to the billing contact above. <input type="checkbox"/> Credit Card Fill out and submit the credit card authorization form on the next page.		Standard Rate \$589 X	
		<b>TOTAL AMOUNT</b>	

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## CREDIT CARD AUTHORIZATION FORM

### TELSCO INDUSTRIES, INC.

I authorize Telsco Industries, Inc. located at 3301 W. Kingsley Rd. Garland, Texas, 75041 (hereafter referred to as "Company") to process credit card transactions with the financial institution listed below. If the information listed below changes, I will notify the Company immediately.



Mail your completed registration with payment to:  
Weathermatic, Attn: A/P Dept  
3301 W. Kingsley Rd., Garland, TX 75041



Email your completed form to:  
[ar@weathermatic.com](mailto:ar@weathermatic.com)

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CREDIT CARD INFORMATION															
Check one of the following:							<input type="checkbox"/> Effective Date <input type="checkbox"/> One time transaction								
Credit Card Issuer:							<input type="checkbox"/> American Express <input type="checkbox"/> Master Card <input type="checkbox"/> Visa								
														CVC	Exp. Date
Credit Card Number															

COMPANY INFORMATION	
Company Name (DBA)	Phone:
Address, City, State Zip:	
Print First, Middle Initial and Last Name	Email Address:
Authorized Check Signer Signature	Date

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