



**National Indian Gaming Association Announces Master Class + Training Sessions  
for 2019 Tradeshow & Convention**

Classes are added to an expanded education schedule and will be held Monday, April 1

**Washington, D.C., (March 8, 2019)** - The National Indian Gaming Association announced today that the education offerings available during the annual Tradeshow and Convention will be expanded to include Master Classes + Training Sessions on Monday, April 1. The Indian Gaming Tradeshow & Convention, taking place April 1-4 in San Diego, is known for its robust conference program, and the expanded schedule for Monday will provide gaming professionals and tribal leaders access to more skills and tactics to take back to their casinos and operations to improve profitability. Attendees will be able to choose from four tracks – sports betting, executive leadership, slot operations and Tribal Gaming Protection Network’s AML/Title 31.

Commented National Indian Gaming Association Chairman Ernie Stevens, Jr., “We are excited to expand our education program for the 2019 event. The Master Class + Training Sessions will provide gaming leaders access to exclusive content presented by leaders in the industry. By adding to an already expansive education program, we hope to provide even more value for attendees as well as support Indian Country as operations focus on continued growth.”

With the goal of supporting mid-size operations and casinos of all sizes, the Association as well as Conference Chair Victor Rocha and the Conference Advisory Board felt it was important to incorporate more trainings and Master Classes into the 2019 event, leading to an expanded day of sessions on Monday. These focused series of classes will provide attendees with tangible skills and strategies from industry leaders, and will address professional development, new trends, and operations. In addition, the Monday schedule will feature an exclusive luncheon keynote by Vic Salerno, President, USBookmaking. Salerno is a member of the AGA's Gaming Hall of Fame because of his legendary career as a legal bookmaker in Nevada. As head of American Wagering, Salerno launched the first mobile sports betting app, just before the company was acquired by wagering giant William Hill. His long background as a legal bookmaker allows him a unique viewpoint on the legal sports betting in the U.S.

These classes and the keynote are available with the purchase of a Super Platinum Plus pass, which provides the best value, with access to Monday and Tuesday Classes, the Chairman’s Leadership Awards Luncheon, and both days of the tradeshow floor; or through a separate ticket which provides access to any of the four Master Classes + Training Sessions.

The schedule is available [here](#) and includes:

### **Master Class: Sports Betting For Native American Casino Operators**

The Master Class is an educational forum for industry executives on best practices from highly regarded expertise. These targeted classes will address real-time scenarios taking place in Tribal gaming with the influx of the sports betting to the market.

- The Business of Sports Betting
- Finding a Partner: How to Write an RFP
- Technical: A Comparative Analysis
- Legal and Regulatory Guidelines: Living with what gets Written into Law

### **Executive Leadership: Career Path for Casino Leaders**

Sessions will be presented by James Munoa, president, Munoa Training and Development, a Native American owned and operated consulting firm. He is a member of the Pechanga Band of Mission Indians, has served on Tribal Council, and has more than twenty-six years of experience in management and leadership development, executive coaching, interpersonal relationships, corporate consulting and training. Courses include:

- Introduction of Leadership: High Performance Cultural Operating System
- Performance Driven Culture, Crucial Accountability
- Communication: Results Driven Culture
- Being an Influencer and Drive the Execution Process
- Summary, Follow-Up and Follow-Through: The Work of Leaders DISC Online Assessment

### **Master Class: Tribal Gaming Protection Network's AML/Title 31**

The Tribal Gaming Protection Network was founded to provide regulatory outreach, services, and education for the Tribal Gaming industry. This Master Class will specifically cover anti-money laundering/Title 31.

- Introduction to the Title 31 Master Series
- Internal Risks That May Lead to Enforcement Actions
- Preparing Your Casino for When the IRS Comes Knocking
- Developing an Effective Employee Training Program
- Developing Hands-On, Real-World Title 31/AML Compliance and Procedures that Work!

### **Buddy Frank's Slot Operations for the Rest of Us**

Buddy Frank is an experienced principal Chief Slot Officer with a demonstrated history of working in the gambling & casinos industry. He is skilled in Slots, Operations Management, Customer Acquisition, Marketing, Analytics and Loyalty Programs and has become a consultant to the industry. Classes will include:

- Early History: How We Got Here
- Basic Slot Math and Other Confusing Stuff
- Marketing and Market Research
- Video Poker and Progressives
- Slot Cheating and Our Future

These classes join a full conference day on Tuesday, April 2, with 70+ hours of sessions covering 16 tracks – from operations and emerging gaming, to legislative updates, food and beverage best practices and more. Registration for the Master Class + Training Sessions as well as all other events at the Indian Gaming Tradeshow & Convention are available at [www.indiangamingtradeshow.com](http://www.indiangamingtradeshow.com).