

*This schedule is up-to-date as of 11/12/2018

LAS VEGAS CONVENTION CENTER | CENTRAL HALL

PRE-CON

TUESDAY, NOVEMBER 13

EXPO FLOOR NOT OPEN

MARIJUANA BUSINESS CRASH COURSE | HALL C2

10:00-10:25am	Industry Overview John Schroyer
10:25-10:45am	The Plant Behind the Industry: Cannabis Lilach Mazor Power
10:45-12:00pm	Regulations, Testing and Licensing Zeta Ceti, Meg Sanders, Peggy Moore, Kris Krane
12:00-1:00pm	NETWORKING LUNCH
1:00-1:30pm	Taxes & Legal Issues Tom Haren
1:30-1:50pm	Real Estate & Community Meg Sanders
1:50-2:15pm	Security Hunter Garth
2:15-2:40pm	Marketing, Advertising & Branding Kyra Reed
2:40-3:00pm	Banking, Payment Processing & Cash Management Tom Fleming
3:00-3:15pm	BREAK
3:15-3:35pm	Ancillary Business Landscape John Schroyer
3:35-4:15pm	Funding Patrick Rea
4:15-5:00pm	Q&A with the Experts Lilach Mazor Power, Kris Krane, Patrick Rea

NEW! MARIJUANA BUSINESS DAILY'S INSTITUTIONAL INVESTOR CONFERENCE | WESTGATE HOTEL - BALLROOM A

9:00-9:45am	The State of Cannabis Investing: A Global Market Overview Boris Jordan
9:45-10:15am	Marijuana and the Capital Markets: Deal Flow & Trends Scott L. Greiper
10:15-10:30am	Company Spotlight: Aurora Marc Lakmaaker
10:30-10:45am	BREAK
10:45-11:15am	Evaluating Companies and Assessing State Markets J. Eric Kirkland
11:15-11:45am	Inside the Hype: The Canadian Public Markets Chris Damas
11:45-12:00pm	Company Spotlight: KushCo. Holdings Nick Kovacevich
12:00-1:00pm	NETWORKING LUNCH
1:00-1:30pm	The Case for Family Offices G. Ryan Ansin
1:30-2:00pm	Considerations for Investing in Cannabis Funds Matt Hawkins
2:00-2:15pm	Company Spotlight: Dixie Brands Chuck Smith
2:15-3:00pm	Cannabis and the Mainstream Opportunity Vivien Azer
3:00-3:15PM	BREAK

9:30-10:30pm **Omnia Nightclub MJBizCon After-Party** *MJBizCon badge required to attend
3570 S Las Vegas Blvd, Las Vegas, NV 89109

NEW! MARIJUANA BUSINESS DAILY'S INSTITUTIONAL INVESTOR CONFERENCE | WESTGATE HOTEL - BALLROOM A

3:15-4:00pm	From Wall Street to Cannabis: Insights from Investors Who Made the Leap Vikas Desai, Abner Kurtin, Mitchell Baruchowicz
4:00-4:15pm	Company Spotlight: Green Thumb Industries Jennifer Dooley
4:15-5:00pm	Investor Q&A Panel Vikas Desai, Vivien Azer, Karan Wadhwa
5:00-6:00pm	COCKTAIL HOUR

SCIENCE SYMPOSIUM | ROOM N109

10:00-10:30am	Introduction Ken Snoke
10:30-11:15am	Cannabinoids & Terpenes Cindy Orser
11:15-12:00pm	Cultivation Science Hope Jones, Nick Sandberg
12:00-1:00pm	NETWORKING LUNCH
1:00-1:45pm	Analytical Testing Chris Hudalla
1:45-2:30pm	Extraction Science Kellan Finney
2:30-3:15pm	Formulations & Finished Products Dr. Monica Vialpando
3:15-3:30pm	BREAK
3:30-4:15pm	Pre-Clinical/Clinical Research Andy Hospodor
4:15-5:00pm	What's Next: Q&A with the Experts Ken Snoke, Chris Hudalla, Hope Jones

THE BUSINESS OF HEMP FORUM | ROOM N245

10:00-10:30am	State of the Hemp Industry: Data, Trends & Market Estimates Kristen Nichols
10:30-11:15am	Legal & Regulatory Update Shawn Hauser
11:15-12:00pm	Getting Started: Cultivation Katey Herland, Will Tarleton, Charles Peterson
12:00-1:00pm	NETWORKING LUNCH
1:00-1:45pm	Getting Started: After the Harvest Dr. Priyanka Sharma, Adrienne Snow
1:45-2:30pm	Tapping the CBD Market Bethany Gomez
2:30-3:00pm	International Developments & Opportunities Bob Hoban, Eyal Barad, Amy Ansel, Avnish Pandya
3:00-3:15pm	BREAK
3:15-3:45pm	Investing in Hemp Robert DiMarco
3:45-4:00pm	A Look Ahead Steven Turetsky
4:00-5:00pm	Q&A with Hemp Experts Steven Turetsky, Bethany Gomez, Dr. Priyanka Sharma

DAY ONE

WEDNESDAY, NOVEMBER 14

EXPO FLOOR OPEN: 10:00AM-6:00PM

GENERAL SESSIONS | HALL C2

9:00-9:30am	State of the Industry: Developments, Data & Trends Chris Walsh
9:30-10:15am	Cannabis 3.0: Reinventing the Industry Torsten Kuenzlen
10:15-10:45am	Fireside Chat with Acreage CEO Kevin Murphy Kevin Murphy
10:45-11:15am	Bulletproofing Your Business: The Big Boys Are Coming, Are You Ready? Codie Sanchez
11:15-12:00pm	The Big Play: Teaming Up With a Mainstream Company Steve Klein, Chris Hagedorn
12:00-2:00pm	MINORITIES IN CANNABIS LUNCHEON - ROOM N245 *Separately ticketed, registration required Shanel Lindsay, Shanita Penny, Shaleen Title, Amber E. Senter
10:30-1:00am	1-OAK Nightclub MJBizCon After-Party 3400 S Las Vegas Blvd, Las Vegas, NV 89109 *Free VIP lane admission with your MJBizCon badge. The nightclub is still open to the public.

DAY TWO

THURSDAY, NOVEMBER 15

EXPO FLOOR OPEN: 10:00AM-6:00PM

	CULTIVATION	INFUSED PRODUCTS	RETAIL	MONEY & LEGAL	INSIGHTS, OPPORTUNITIES & TRENDS	
	ROOM N109	ROOM N102	ROOM N114	ROOM N116	INDUSTRY INSIGHTS - ROOM N119	INTERNATIONAL - ROOM N107
9:30-10:20am	How to Increase Your Harvest Turnaround Time Laura Day, Tim Cullen, Daniel King	Compliance Matters: How to Stay on Top of Evolving Packaging Regulations Nicale Wunderlich, Shehzad Hoosein, Sabrina Noah	Growth Hack: Using Your Dispensary's Data to Drive Profitability Bryan Hill	Capital Markets and Cannabis: The Present & Future of Fundraising in the Cannabis Industry Charlie Aloviseti, Nancy Choi	Five Lessons from Five Years of Adult-Use Sales in a Trailblazing State Ryan Brown, Julie Berliner	Globalization of Cannabis: Trends & Opportunities Alfredo Pascual, Deepak Anand, Mike Gorenstein
10:30-11:20am	How to Create a Soil Mix to Maximize Yields & Cut Costs Av Singh	California Edibles: How to Survive in a 100mg Market Michael Christopher, Roberta Wilson, Kenny Morrison	Vision and Values: Using Culture to Develop Budtenders as Brand Drivers & Retain Talent Lilach Mazor Power, Aviv Hadar	Cannabis Cash: Banking & Financing Risks Sundie Seefried	What Are We Smoking? How Strain Name, Chemical Composition & Genetics Impact Product Marketability Amos Elberg	Canada: Assessing the First Month of Rec Sales Michael Elkin, H. Hamish Sutherland, Terry Booth
11:30-12:20pm	Strain Management: How to Optimize Space in Your Cultivation Facility John Andrie	Next Big Thing: New Research Tells What Consumers Want Next in Edibles Cy Scott, Matei Olaru	Make it Work: Strategies for Designing a Top-Notch Dispensary Rosie Rothrock, Bob Groesbeck, Brooks Lustig	Taking the Public Plunge: Trends in Tapping the Public Markets Matt Karnes, Tahira Rehmattullah, Jennifer Dooley	M&A: Choosing a Compatible Partner Zachary Venegas	Global Landscape: The Future of Science & Research Dr. Ivan Casselman, Aharon Ari Eyal, Dr. Tony Salas
12:00-2:00pm	INVESTOR LUNCHEON - ROOM N245 *Separately ticketed, registration required Codie Sanchez, Matt Hawkins					
	EXTRACTION	INFUSED PRODUCTS	BUSINESS STRATEGIES	MONEY & LEGAL	INSIGHTS, OPPORTUNITIES & TRENDS	
	ROOM N109	ROOM N102	ROOM N114	ROOM N116	BIG PICTURE - ROOM N119	CURRENT EVENTS - ROOM N107
1:00-1:50pm	How to Formulate an Accurate Cost of Goods Analysis Darwin Millard	Dial it In: Strategies for Developing Consistent, Reliable Infused Products Lauren Gockley	You Suck at Playing Hardball, Part 1: How to Win Using Hard-Nosed Negotiation Tactics Tony Perzow	Compliance: Lessons from the Real World Kyle Sherman, Joe Hodas, Sandra Elkind	How to Increase Your Odds of Being Acquired Dena Jalbert	Navigating the CBD Maze Amy Parscal, Anna Symonds, John Alston
2:00-2:50pm	How to Improve Scaling, Efficiency & Revenue Potential Mark June-Wells	How To: Insight on Expanding Your Infused Products Line Jillian Nelson, Oliver Stannard, Jay Denniston	You Suck at Playing Hardball, Part 2: How to Win Using Hard-Nosed Negotiation Tactics Tony Perzow	FDA & Trademarks: Lessons Learned from the Premium Cigar Industry Frank Herrera	Corporate Responsibility: How Giving Back Can Benefit Your Cannabis Business Courtney Mathis, Shannon Brooks, Michael Ray, Ari Sherman	California Contraction: How Many Companies Are Left out of the Legal Market & How You Can Get In Chris Boudreau, Dustin Moore, Pamela Epstein
3:00-3:50pm	Looking Ahead: New Technology & Innovation in Extraction Jimmy Makoso, Rosy Mondin, Guy Rocourt, Eric Vlosky	Get Ready for the FDA: Food Safety and Defense Measures You Need in a Quality Control Plan Rick Scarpello		Marijuana, Hemp and the IRS: 280E & Tax Strategies with the Experts Dean Guske, Sandy Suchoff, Nick J. Richards	Strategic Planning in 90 Seconds Andrew Miller	Federal Marijuana Reform: How It's Likely to Pan Out Neal Levine, Rep. David Joyce
5:00-7:00pm	WOMEN'S NETWORKING RECEPTION - ROOM N245 *Separately ticketed, registration required					
11:00-1:00am	Hakkasan Nightclub MJBizCon After-Party 3799 S Las Vegas Blvd, Las Vegas, NV 89109 *Free VIP lane admission with your MJBizCon badge. The nightclub is still open to the public.					

DAY THREE

FRIDAY, NOVEMBER 16

EXPO FLOOR OPEN: 10:00AM-3:00PM

	EXTRACTION	CULTIVATION	BUSINESS STRATEGIES	MONEY & LEGAL	INSIGHTS, OPPORTUNITIES & TRENDS	
	ROOM N102	ROOM N109	ROOM N114	ROOM N116	LIGHTNING TALKS - ROOM N119	HOT OPPORTUNITIES - ROOM N107
9:30-10:20am	Harnessing the Entourage Effect for Enhanced Therapeutic Effect Aharon Ari Eyal	How to Ruthlessly Keep Your Input Costs Low Shane McKee	The Power of Brand in the Supply Chain Ryan G. Smith, Kristi Knoblich Palmer, Trey Fisher	Best Practices for Investing in the Global Cannabis Market Adam S. Fayne, John McMullen, Josh Rosen, John Sabetti	Making Every Hire Count: Lessons Learned from Vetting Thousands of Employees in the Cannabis Space Pete Kadens, Karson Humiston 9:30-9:55am Next Step: Professionalizing of Leadership to Build a Corporate Structure Christine Hodgdon 9:55-10:20am	BAM! How Branding & Research Built a High-Performing Cannabis Brand in Sin City Scott Seidewitz
10:30-11:20am	Recovering Cannabinoids in Their Native Form Dr. Arup Sen	Set Yourself Apart: How to Craft Your Value Proposition Akshay Gupta	Cracking Social Media for Cannabis Brands Natalie Cupps DiBlasi	Cannabis in Canada: Is There Still Room to Invest? Jennifer M. Sanders, Mark Goldhar	Insuring Marijuana: Mainstream Business Insurance Needs Michael Conley 10:30-10:55am Self Monitor Your Testing & Know What to Expect from Lab Results Jason S. Hamilton, Garret Nicodemus 10:55-11:20am	The Future of Hemp: Federal Update, Trends and New Opportunities Joy Beckerman, Courtney N. Moran, Steven Turetzky
11:30-12:20pm	Maximizing Cannabis' Potential Through Breeding, Processing & Chemistry Chris Barone	Point-Counterpoint: Which Grow Lights Should You Use? David Kessler, Ben Franz	5 Key Lessons That Big Brands Can Teach the Cannabis Industry Rob Wallace	Private Equity Investing: Latest Trends in Cannabis Al Foreman, Scott Sozio, Jon Trauben	Community, Collaboration & Developing Women's Equity in Cannabis Amy T. Margolis, Rosie Mattio, Kyra Reed 11:30-11:55am How Diversity Leads to Profitability: Increasing Margins with Hiring Practices Shabnam Malek, Priscilla Vilchis 11:55-12:20pm	Raising Capital: A Look at Public and Private Opportunities in Canada and Beyond Narbe Alexandrian

SESSION TRACK KEY

- Cultivation
- Extraction
- Money & Legal
- Business Strategies
- Infused Products
- Retail
- Insights, Opportunities & Trends



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