

Consultant Presentations

Robert C. Huber, CMC, CPCM
Robert Huber Associates

National Association of Campus Card Users Conference	Apr 15, 2014
"How To Negotiate Like A Pro ... With Vendors"	Chicago, IL
Mesa Community College (MCCCD)	Oct 16 & 23, 2013
"How To Negotiate . . . Like A Pro!" (I & II)	Mesa, AZ
National Association of Campus Card Users Conference	Apr 17, 2013
"The 5-Minute Branding Checkup"	Walt Disney World Orlando, FL
UBTech 2012 (formerly EduComm)	June 12, 2012
"Your Campus Card System: Migrate, Upgrade or Outsource?"	Las Vegas, NV
National Association of Campus Card Users Conference	Apr 23, 2012
"The 5-Minute Branding Checkup"	Seattle, WA
National Association of Campus Card Users Conference	Apr 18, 2011
"Ahoy Mate! Who has the Campus Card Manual?"	Baltimore, MD
Association of College Administration Professionals Annual Conference.....	Mar 8, 2011
"The Campus Card – Generating New Income & Reducing Institutional Expenses"	San Diego, CA
University of Phoenix.....	Feb 10, 2011
"Community College Perspectives"	Phoenix, AZ
[Private Corporate Business Conference]	Sept 14, 2010
"Campus Card Industry Executive Briefing"	
(Market, Industry History, Applications, Technology, Demographics, Regulations, Vendors, Industry Forecast)	
National Association of Campus Card Users Conference	Apr 19-20, 2010
"The ABC's of Developing a Strategic Marketing Plan"	Phoenix, AZ
"30 Tune-Up Tips for Your Campus Card Program"	
[Private Corporate Business Conference]	Sept 9, 2009
"Campus Card Industry Executive Briefing"	
(Market, Industry History, Applications, Technology, Demographics, Regulations, Vendors, Industry Forecast)	



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Scottsdale Community College (MCCCD)	Oct 16 & 23, 2008
"How To Negotiate . . . Like A Pro!" (I & II)	Scottsdale, AZ
National Association of Campus Card Users Conference	Apr 6-9, 2008
CAMPUS CARD HISTORY MUSEUM [Special 2-Day Conference Exhibit]	Las Vegas, NV
National Association of Campus Card Users Conference	Apr 6-9, 2008
"How To Negotiate. . .With Vendors"	Las Vegas, NV
Scottsdale Community College (MCCCD)	Oct 18 & 25, 2007
"How To Negotiate . . . Like A Pro!" (I & II)	Scottsdale, AZ
Paradise Valley Community College (MCCCD)	April 19, 2007
"Consultants: Your Best Friend or Worst Nightmare?"	Phoenix, AZ
Paradise Valley Community College (MCCCD)	Apr 5 & 12, 2007
"How To Negotiate . . . Like A Pro!" (I & II)	Phoenix, AZ
NACAS / NACCU Workshop ***	Nov 14-16, 2004
"STRATEGIC TOOLS FOR SUCCESSFUL CAMPUS CARD PROGRAMS"	Scottsdale, AZ
National Association of Campus Card Users Conference	Mar 16, 2004
"Customers vs. Consumers"	San Antonio, TX
National Association of Campus Card Users Conference	Mar 8, 2003
"Customers vs. Consumers"	New Orleans, LA
NACAS Workshop	Jul 25-27, 2002
BEYOND THE BASICS: CAMPUS CARD EVOLUTION (Special Guest Speaker)	Burlington, VT
National Association of Campus Card Users Conference	Feb 26, 2002
"Campus Card Implementations: A Synopsis"	Reno, NV
National Association of Campus Card Users Conference	Mar 20, 2001
"Campus Card Implementations: 101 & 201"	Nashville, TN



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Association of College Professionals Annual Conference	Feb 12, 2001
"The Campus Card – What Is The Future?"	San Diego, CA
National Association of College Auxiliary Services	Oct 15-17, 2000
"How To Hire & Effectively Utilize Management Consultants"	Las Vegas, NV
"The ABC's of Campus Card Web Sites"	
Association of College & University Housing Officers	Jul 10, 2000
"How To Utilize An All-Campus Card As A Management Tool"	Pittsburgh, PA
National Association of Campus Card Users Conference	Mar 13, 2001
"The ABC's of Campus Card Web Sites"	San Jose, CA
Association of College Professionals Annual Conference	Feb 14, 2001
"How To Hire & Effectively Utilize Management Consultants"	Tampa, FL
International Security Conference & Exposition	May 3, 1999
"The All-Campus Card and Security Applications"	Miami, FL
Association of College Professionals Annual Conference	Feb 3, 1999
"The All-Campus Card – What's Ahead & Selecting the Right Card System"	San Diego, CA
International Security Conference & Exposition	May 30, 1999
"The All-Campus Card and Security Applications"	San Diego, CA
International Security Conference & Exposition	Mar 23, 1998
"The All-Campus Card and Security Applications"	Las Vegas, NV
National Association of College Auxiliary Services	Oct 24, 1997
"How To Hire & Effectively Utilize Management Consultants"	Boston, MA
Campus Credit Unions National Conference.....	Sep 19, 1997
"Campus Challenges ... Past, Present, Future"	Tampa, FL
"Campus ID Card Functionality ... Decision Points"	
International Security Conference & Exposition	Mar 12, 1997
"The All-Campus Card and Security Applications"	Las Vegas, NV



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International Security Conference & Exposition	Aug 26, 1996
"The All-Campus Card and Security Applications"	New York, NY
Campus Credit Unions National Conference.....	Aug 2, 1996
"The All-Campus Card and Financial Institution Applications"	Golden, CO
Canadian Association of College & University Business Officers	Jun 17, 1995
"The Cashless Campus: Implementing An All-Campus Card"	Hull, Quebec, CAN
National Association of College Auxiliary Services	Oct 30, 1994
"Implementing An All-Campus Card"	St. Louis, MO
CardTech / SecurTech International Conference.....	Apr 21, 1993
"An Introduction To Multi-Application Cards"	Arlington, VA
National Association of College Auxiliary Services [Pre-Conference 3-Hour Seminar].....	Nov 4, 1992
"The All-Campus Card"	Atlanta, GA
National Association of College & University Food Services [2-Day Special Workshop]	Apr 24-25, 1992
"Card Access Systems – An Overview"	Fort Collins, CO
"Food Production Systems – Implementation Challenges"	
CardTech / SecurTech International Conference.....	Apr 21, 1993
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*** Workshop Co-Chairman & Speaker:



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STRATEGIC TOOLS FOR SUCCESSFUL CAMPUS CARD PROGRAMS

Scottsdale, AZ

"Is Your Marketing Program Just Hot Air?"

"Can Off-Campus Merchants Increase Your Profitability?"

"Sharing Systems - A Windfall or a Pitfall?"

"Management Options for your Card Office"

"Annual Card Program Reviews"

"Emerging Industry Trends - A Consultant Perspective"



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