

*Your Ship has Come On!*



**KINMAN**  
I N S T I T U T E



First Annual  
**Design Build Symposium**



**At Sea**

January 8 ~ 15, 2006

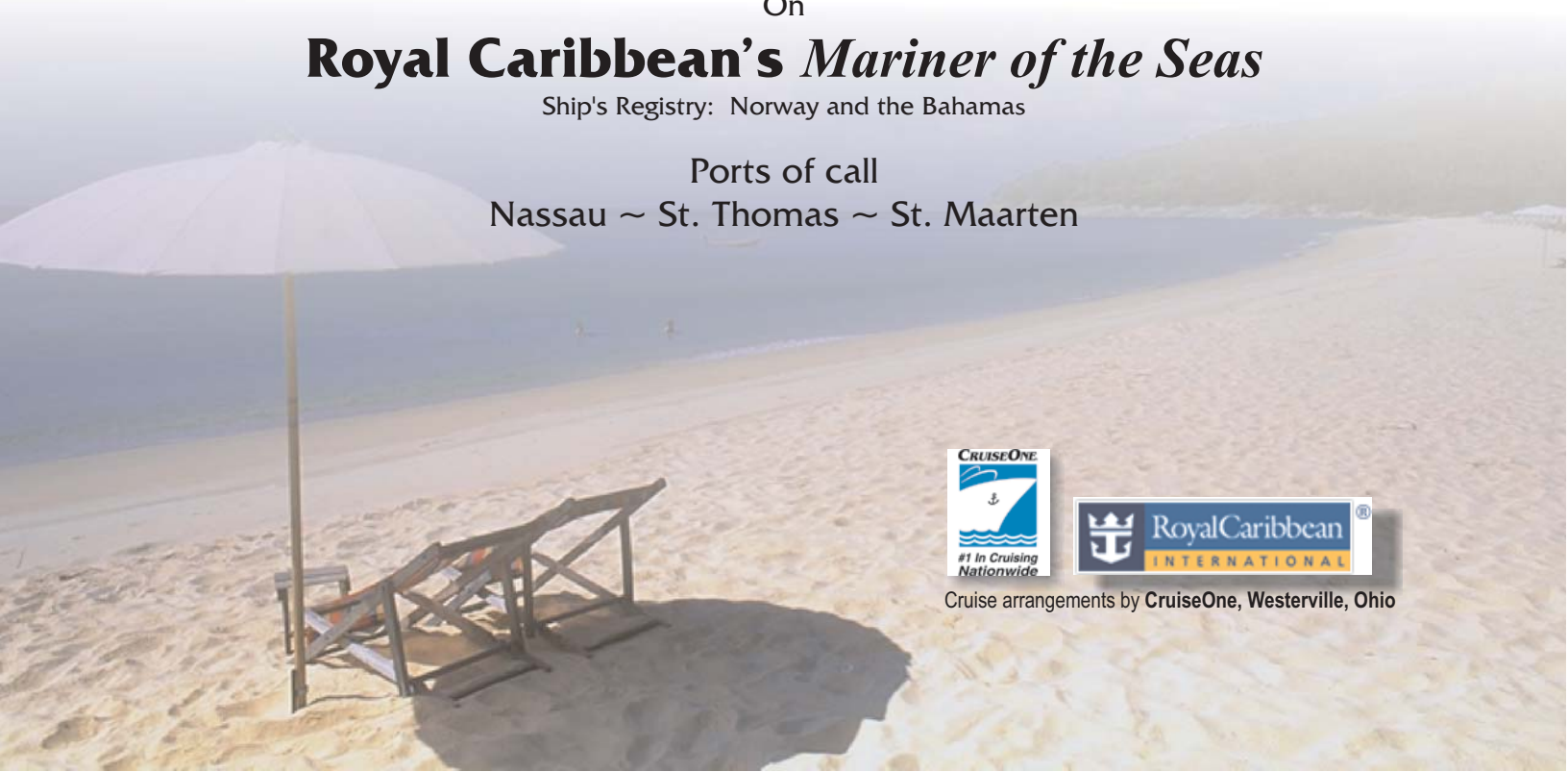
Sailing from Port Canaveral, Florida  
On

**Royal Caribbean's *Mariner of the Seas***

Ship's Registry: Norway and the Bahamas

Ports of call

Nassau ~ St. Thomas ~ St. Maarten



Cruise arrangements by CruiseOne, Westerville, Ohio

# Cruise with the Kinman Institute!



Yes, we're going in style! Join the Kinman Institute as the graduates "make waves" on Royal Caribbean's *Mariner of the Sea*. It will be eight days of pure luxury, sailing to the Eastern Caribbean. The *Mariner of the Seas* offers some amazing amenities, and our ports of call beckon with natural landscapes to which we can all aspire. (Ship's registry: Norway & Bahamas)



## Tentative Schedule At-A-Glance



### SUNDAY – Launch

- 1-3pm Board ship at Port Canaveral
- 5pm Ship departs
- 5pm Bon Voyage cocktail party with prizes, alumni recognition, testimonials
- 6pm Dinner seating (together)



### MONDAY – Nassau

- AM Keynote session, "What to Expect"\*
- PM All to shore - Nassau
- 6pm Dinner seating (together)



### TUESDAY – At Sea

- AM General Session\*
- Lunch Round Table Discussions\*
- PM Break-out workshop sessions\*
- 6pm Dinner seating (together)

### WEDNESDAY – Port St. Thomas

- AM All to shore
- 6pm Dinner seating (together)



### THURSDAY – Port St. Marteen

- AM Kinman Beach Party – food/activities/prizes
- 6pm Dinner seating (together)

### FRIDAY – At Sea

- AM General Session\*
- Lunch Round table discussions\*
- PM Break-out workshop sessions\*
- 6pm Dinner seating (together)



### SATURDAY – At Sea

- AM General session\*
- Lunch Round table discussions\*
- PM Break-out workshop sessions\*
- 5pm Closing cocktail party – prizes
- 6pm Dinner seating (together)

### SUNDAY – RETURN

- AM Depart ship
- No flights home before 1pm (Orlando)



**ALL TIMES AND PROGRAMS SUBJECT TO CHANGE**

\*Symposium Sessions – for registrants only  
Cruise arrangements by CruiseOne, Westerville, OH

#### LIMITED AVAILABILITY

Cost of excursions at ports of call not included

For additional information on ship's amenities visit [www.royalcaribbean.com](http://www.royalcaribbean.com)

Images courtesy Royal Caribbean. Used by permission

# Make Waves in the Landscape Design-Build Industry!

*Don't get left ashore! Your ship has come in! The Kinman Institute's Landscape Design-Build Symposium at Sea offers an incredible value to everyone in our industry!*

## **Speakers**

Some of the top names in marketing, landscape design and architecture are booked to speak. These are people you'd spend hundreds of dollars just to attend their seminar! You'll not only hear their presentations, but they'll be available just to talk with you! See inside for details.

## **Networking**

What better way to build friendships and business relationships with your peers from across the country than to be in a luxurious ship on the high seas! Share ideas and build your personal network of friends on the pool deck or beach!

## **Project Showcase**

We'd like to showcase work Kinman Institute graduates have completed since implementing the Kinman Process! Submit slides or digital photos along with your registration and we will create a Showcase DVD as your souvenir of the symposium. In addition, we'll take time for graduates to present their projects and tell how the Kinman Process worked to make them successful! Please see Symposium Registration Form for instructions.

## **Expo**

Vendors: What better way to showcase your products or services! Included in the cruise will be a 2-day trade show expo where you can connect with customers who are the "best of the best" in the Landscape design-build industry! For exhibitor information, or to reserve your booth, please email [cynthia@kinmaninstitute.com](mailto:cynthia@kinmaninstitute.com).

## **Sponsorship Opportunities**

There are many creative ways you can become a sponsor of the Kinman Institute's Landscape Design-Build Symposium at Sea! Sponsors receive a free trade show booth, public recognition and banner display opportunities, and can participate by sponsoring:

- Keynote and General Sessions
- Workshops
- Panels
- Cocktail Parties
- The Beach Party
- Round Tables
- Prizes
- And more!

Contact [cynthia@kinmaninstitute.com](mailto:cynthia@kinmaninstitute.com) for details.



The Kinman Institute  
P.O. Box 1129  
Dublin, OH 43017-1129  
614-764-8733 FAX 614-793-0104  
email [cruise@kinmaninstitute.com](mailto:cruise@kinmaninstitute.com)  
[www.kinmaninstitute.com](http://www.kinmaninstitute.com)

### **DISCLAIMER OF LIABILITY**

The Kinman Institute and CruiseOne-Westerville are acting as intermediaries or as agents for suppliers in selling services or in accepting reservations or bookings for services which are not directly supplied by this agency (such as air carriage, hotel accommodations, ground transportation, meals, tours, cruises, etc.) The Kinman Institute and CruiseOne-Westerville, therefore, shall not be responsible for breaches of contract or any intentional or careless actions or omissions on the part of such suppliers which result in any loss, damage, delay or injury to you or your travel companions or group members. Your retention of tickets, reservations or bookings after issuance shall constitute a consent to the above, and an agreement on our part to convey the contents hereof to your travel companions or group members. The Kinman Institute and CruiseOne-Westerville herein give notice that it cannot be held responsible for any disruption of travel and/or related services in "trouble areas" due to Monetary Crisis, Political or Social Unrest, Labor Problems, Mechanical or Construction Difficulties, Climatic Aberrations, Local Laws, Diseases or Novel Conditions.

The Kinman Institute and CruiseOne-Westerville shall not be responsible for any injuries, damages or losses caused to any traveler in connection with terrorist activities, social or labor unrest, mechanical or construction difficulties, diseases, local laws, climatic conditions, abnormal conditions or developments, or any other actions, omissions or conditions outside the travel agent's control.

By embarking upon this voyage, traveler(s) voluntarily assume(s) all risks involved in such travel, whether expected or unexpected. Traveler is hereby warned of such risks and is advised to obtain appropriate insurance coverage against them.

# Learn from the Best!



**KINMAN**  
INSTITUTE

*What sets the Kinman Institute's 1<sup>st</sup> annual Design-Build Symposium at Sea apart is the team of speakers assembled for this voyage! Be inspired by the Best of the Best!*

Symposium sessions are available to registered passengers only. See separate Symposium registration form.

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## GENERAL SESSION SPEAKERS

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### **Gary Kinman**

Gary's company, Kinman Associates, is regarded as one of the top residential design/build firms in the country. In its 30 year history, Kinman Associates has produced some of the most prestigious residential landscape design-build installations in the nation. With the Kinman Institute, and his landmark course *Focus on Professionalism*, Gary is on a mission to "Redefine the Landscape Design Build Industry."

### **Roger Blackwell Ph.D.**

Roger is considered one of the top business consultants in the world, instrumental in the success of such firms as GM, GE, IBM, and Kinman Associates! As professor of Marketing at The Ohio State University, he has been cited as "Marketer of the Year" by the American Marketing Association, and named one of the "top speakers" in the international lecture circuit by the *New York Times*. He is considered to be the "Father of Consumer Behavior" by many in business and industry and author of numerous books.

### **John Brookes**

John is one of the most published garden design authors in the world! John studied agriculture in Durham College and landscape design at University College, London. He currently is director of two international schools of landscape design, one in the UK and the other in Santiago Chile. His many books include the classics *Room Outside* and *The Small Garden*. He was noted as one of the top 10 garden designers of the 21<sup>st</sup> Century!

### **Rich Morris**

Rich Morris, who founded Toadflax Nurseries in 1990, evolved from a one man operation to become one of the most highly respected Nursery and Design Build companies in the Northeast. With 11 greenhouses and a full service Retail & Garden Center, you can see Rich's touches everywhere. Rich Morris is an inspirational artist, gifted designer, and tireless entrepreneur. He has a talent for integrating sophisticated beauty into his landscapes with his signature custom blown glass pieces woven into crafted masonry and magnificent floral arrangements. Toadflax's projects priced in the millions are strong in architectural features of statues, gazebos, pergolas, pool cabanas and classic water features. Rich Morris's talents are sought after, and today command high commissions and design fees.

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## WORKSHOP SPEAKERS (in addition to the above)

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### **Cynthia Kinman**

Cynthia joined Kinman Associates in 1999. Previously, she had eleven years of landscape design-build experience in the Michigan market, including the restoration of the Dodge Mansion Rose Garden. She also produced and appeared in weekly gardening segments for local and national TV shows, including a guest appearance with Martha Stewart. She has lectured and taught at School Craft and other community colleges

### **Gary Bruck, AIA**

Gary Bruck is co-founder of Sullivan & Bruck, an award winning architecture firm specializing in high end residential architecture, based in Columbus, Ohio. A hallmark of Gary's success is to ensure from the outset that his designs are in complete harmony with nature, marrying a home to its site.

### **Charlie Schaul**

Charlie is President /CEO of AridScape Concepts, Inc, in Scottsdale, Arizona. An He is known for his success in establishing and building a successful design/build firm. In just three years he took his company's gross sales from 3 to 9 million!



## Kinman Institute Design-Build Symposium at Sea

JANUARY 8, 2006 – JANUARY 15, 2006

### SYMPOSIUM REGISTRATION

Please fill in this form, print and fax with a credit card, or mail with a check.

You will receive email or fax confirmation within 3 days of receipt.

#### **PARTICIPANT REGISTRATION FEE: \$600.00 per person**

Exhibitor and Sponsor Rates: Please Call for Information

**(Does NOT include Cruise Guest Registration – Please see separate form)**

Company Name

Address

City/State/Zip

Phone

Fax

Expo Exhibitor  Sponsor  Project Showcase Entry\*

#### ATTENDEES (Please do not list non-attending passengers: spouses, children, etc.)

1<sup>st</sup> Registrant Name

Email

FOP Graduate

2<sup>nd</sup> Registrant Name

Email

FOP Graduate

3<sup>rd</sup> Registrant Name

Email

FOP Graduate

4<sup>th</sup> Registrant Name

Email

FOP Graduate

(If more than four are registering from your company, list additional registrants separately)

Total # of registrations \_\_\_\_\_ X \$600 = \$ \_\_\_\_\_

PAYMENT by CREDIT CARD:  Visa  MC  Amex Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Name on card \_\_\_\_\_ Security code \_\_\_\_\_

Authorized Signature \_\_\_\_\_ Please FAX this form to 614-793-0104

**PAYMENT by CHECK: Please print this form and mail with your check to:**

The Kinman Institute P.O. Box 1129 Dublin, OH 43017-1129

Inquiries contact Cynthia at 614-764-8733

\*PROJECT SHOWCASE: To submit a project for the Project Showcase DVD and presentation, attach a CD with digital camera files or scans of up to 15 photos of one selected project, plus your company logo. Scans should be 1024x768 pixels or larger, in landscape orientation. Please name the files with numbers in the sequence you would like them presented. Submitting photos indicates you have rights to duplicate and exhibit the photos, and you grant rights to The Kinman Institute and Advent Media, Inc. to reproduce and display them as required. Only FOP graduates may submit entries.

**BOTH REGISTRATIONS MUST BE SUBMITTED TO ATTEND SYMPOSIUM EDUCATIONAL SESSIONS ON THE SHIP!**



**PASSENGER REGISTRATION FORM**

**Kinman Institute Design-Build Symposium at Sea**

Judy C. Raikes & Associates – 614-901-9100  
Cynthia Kinman of Kinman Associates - 614-764-8733  
**Royal Caribbean ~ Ship:Mariner of the Seas ~ January 8-15, 2006**  
Departing from : Port Canaveral, Florida

**Cabin Type Requested:**  
Balcony \_\_\_\_ OceanView \_\_\_\_ Interior View \_\_\_\_ Interior \_\_\_\_  
**PLEASE CALL JUDY RAIKES AT 614-901-9100 FOR CURRENT RATES**

**\*\*\*Required (per cabin) – passengers must be 21 OR at least 1 person must be over 21/25\*\*\***

**PLEASE PRINT AND USE LEGAL NAMES**  
**as it appears on your PASSPORT – required as of December 31, 2006**

Passenger 1

NAME \_\_\_\_\_

BIRTHDATE \_\_\_\_\_ Male  Female  Citizenship \_\_\_\_\_

**PASSPORT:** Yes or No / if Yes - # \_\_\_\_\_

Issued Date \_\_\_\_\_ Exp. Date \_\_\_\_\_

Where issued \_\_\_\_\_

Certified Birth Certificate – Birth State \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone \_\_\_\_\_ Wk/Cell \_\_\_\_\_

E-MAIL \_\_\_\_\_

Emergency Contact \_\_\_\_\_

Telephone \_\_\_\_\_

RC Past Passenger # \_\_\_\_\_

Passenger 2

NAME \_\_\_\_\_

BIRTHDATE \_\_\_\_\_ Male  Female  Citizenship \_\_\_\_\_

**PASSPORT:** Yes or No / if Yes - # \_\_\_\_\_

Issued Date \_\_\_\_\_ Exp. Date \_\_\_\_\_

Where issued \_\_\_\_\_

Certified Birth Certificate – Birth State \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone \_\_\_\_\_ Wk/Cell \_\_\_\_\_

E-MAIL \_\_\_\_\_

Emergency Contact \_\_\_\_\_

Telephone \_\_\_\_\_

RC Past Passenger # \_\_\_\_\_

**INCLUDE TRAVEL PROTECTION in Price Quote:** PASSENGER: **1** – Yes  No  **2** – Yes  No

Signature Required: \_\_\_\_\_

**PAYMENT INFORMATION – PLEASE CALL JUDY RAIKES AT 614-901-9100 FOR CURRENT RATES AND INSTRUCTIONS**

**\_\_I authorize CruiseOne® to charge the following Credit Card**

Name on Card (Please Print) \_\_\_\_\_

CARD TYPE: AmEx Visa MC Discover CARD # \_\_\_\_\_ EXP. DATE \_\_\_\_\_

Amount \_\_\_\_\_ Signature: \_\_\_\_\_

If different billing address \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

**Fax to: 614-901-9191**

**NOTE: Symposium attendees must also register on separate form. (Non-attending passengers need only register here.)**