



**CONFERENCE:** Nov. 15-18, 2021  
**TRADE SHOW:** Nov. 16-19, 2021

[IAAPA.org/IAAPAE expo](https://IAAPA.org/IAAPAE expo)



@IAAPAHQ | #IAAPAE expo

# It's A Small World After All

---

**Jamie Flaherty, Gateway Ticketing Systems, Inc.**

---



**@IAAPAHQ | #IAAPAEspo**

# Jamie Flaherty, ICAE



- First IAAPA (2012)
  - Since then, 80+ industry events
    - WWA – Waterpark
    - AAM – Museum
    - ASTC – Science / Technology
    - AZA – Zoo and Aquarium
- IAAPA Certified (2018)
- IAAPA Mentor (2018, 2020...)
- IAAPA Leadership Conference (2019)

# IAAPA Networking 101

- People here are approachable
- Social events are 'prime-time'
- Have a targeted plan...
  - 12 companies
  - 4 people
- Take good notes after the meeting
- Follow-up



# IAAPA Networking 201

- Make a personal connection
- Go the extra mile
- Communicate differently
- Capitalize on LinkedIn



# Big Industry, Small World



Charlie Broschart



Jamie Elswick





# Big Industry, Small World



Coors Field  
Denver Colorado (2014)



Yard House  
Orlando, FL (2016)



The Vessel @ Hudson Yards  
New York City (2021)

# Walk your own path, be YOU!

- Don't be afraid to think differently
- Push yourself and those around you
- Put yourself out there, be known
- Be seen – shows/events, LinkedIn, etc.

Most Importantly --

Have Fun and “Ride the Ride!”





# “Ride the Ride”



# IAAPA Mentorship



#virtual  
HIGHFIVE

Cassidy Newman  
Marketing & Events Coordinator  
WhiteWater West Industries Ltd.

Jamie Flaherty, ICAL  
Senior Manager, Business Solutions  
Gateway Ticketing Systems, Inc.

 WHITEWATER.  
EST. 1980

 Gateway  
TICKETING SYSTEMS



SCAN ME!

# Q&A



@IAAPAHQ | #IAAPAEspo

