

TRMG

TRANSPORTATION REVENUE MANAGEMENT GROUP

Sunday, April 19th

3:00 pm - 4:30 pm Check-in Open
3:00 pm - 4:00 pm Leadership Council Meeting
4:00 pm - 4:30 pm Associate Member Meeting

4:30 pm - 5:30 pm **SOCK Leadership: Daily Principles to Create a Positive Leadership Environment with Jeff Jones (Twisted X)**



What do socks and leadership have in common? In Jeff Jones' world, both socks and leadership are something he wears daily. It begins with Jeff's simple mantra about leadership, "Leadership is caring." The old adage, "people don't care how much you know until they know how much you care," rings true in leadership.

Jeff will discuss the importance of caring about the four primary areas that enable leaders to make an impact and have the influence necessary to effect positive changes. The desire to care for Self, Others, Culture, and Kuriosity (why did he spell it with a K?) is what makes a leader a force within an organization.

Jeff Jones is the Chief Financial Officer for Twisted X, Inc., a footwear company based in Decatur, Texas. Jeff's roles in addition to CFO have included leading IT, HR, GM-Omnichannel Retail, Customer Service, Logistics and Fulfillment, and a stint as a sales rep for a large footwear company. Jeff's passion in his roles is understanding his teams and the needs of the operation and putting everyone in a position to succeed and grow and helping them navigate their individual journeys.



5:30 pm - 7:00 pm Welcome Reception with Associate Members

Monday, April 20th

8:00 am - 9:00 am

9:00 am - 9:30 am

9:30 am - 10:30 am

Breakfast with Associate Members

"Welcome to Austin, TRMG!" Opening Remarks

Spring 2026 Economic Update: Trends, Risks, and Opportunities with Marsha Silverman (Experian)



Marsha will provide a high-level economic overview exploring current macroeconomic conditions, including growth trends, inflation, labor dynamics, and interest rates, and how they may impact transportation businesses. Attendees will gain perspective on potential risks and opportunities ahead, helping leaders better prepare for near- and long-term economic shifts.



Marsha Silverman is a Strategic Analytic Consultant with Experian's U.S. Commercial Data Sciences team, bringing more than 30 years of experience in financial services, analytics, and risk management. She partners with organizations across the business lifecycle, helping translate complex data into clear, actionable strategies that drive smarter decision-making and sustainable growth. With deep expertise in both risk and marketing analytics, Marsha takes a practical, fact-based approach to improving operational performance and navigating evolving credit and economic trends, making her a trusted resource for companies looking to leverage data for stronger business outcomes.

10:30 am - 10:45 am

10:45 am - 12:00 pm

12:00 pm - 1:00 pm

1:00 pm - 5:00 pm

Break

Associate Member Live! Presentations

Lunch with Associate Members

NMC Best Practices Discussion

NTC Account Discussion

NTLF Account Discussion

3:00 pm - 3:15 pm

6:30 pm - 9:30 pm

Break

TRMG Associates present... TRMG After Dark!

After a full day, this is your chance to let loose a little. Think elevated shuffleboard (with a fun, high-tech twist), great music, and just the right amount of friendly competition. No experience required!

We'll have dinner and drinks covered, so all you need to do is show up ready to relax, mingle, and enjoy!



Tuesday, April 21st

8:00 am - 9:00 am

9:00 am - 10:00 am

Breakfast with Associate Members

Home With the Armadillo: How Austin City Limits Created Austin with John T. Davis



For 52 years, Austin City Limits has beamed live music from its home in the heart of the Texas capital to fans around the world. The PBS series has endured to become the longest-running music series in television history, and it has, in the process, created an image of 'Austin' that has made the city a magnet for artists and creative people of all stripes. Would there be an Austin, Texas without Austin City Limits? Certainly there would. Would it be the same vibrant and creative place we know today? Maybe or maybe not. Longtime journalist and author John T. Davis will talk about the history of ACL, how it fits into the larger scope of Texas music, and the impact it has had on the city it calls home.

John T. Davis has lived in Austin for over four decades, writing about the music, personalities, and culture of Texas and the Southwest for a variety of regional, state, and national publications. He has been interviewed by VH-1, CMT, and NPR and has appeared in the documentary film Lubbock Lights. He is the author of the book Austin City Limits: 25 Years of American Music and has assisted in the preparation and editing of several other volumes, including biographies of musicians Jerry Jeff Walker and Johnny Bush, and a travel guide to Texas.

10:00 am - 10:15 am

10:15 am - 11:15 am

Break

An Encore Conversation with Todd Thompson (MODE Global)



Back by popular demand, Todd's encore session takes the conversation even further into the shifting dynamics of the transportation industry. From ongoing EV developments to broader economic and operational pressures, we'll examine what's changing now and what it means for credit professionals. This discussion will dive deeper into strengthening alignment between credit and sales, navigating customer risk in a competitive market, and turning industry insight into smarter decision-making.

Senior Vice President of MODE Global, Todd Thompson is responsible for Sales, Business Development, and Customer Strategy. Todd's professional experience includes tenures with National Piggyback Services, American President Lines, Trojan Battery Co., and MODE Transportation. He attended Ohio State University and has over 35 years of experience in the supply chain and logistics arena.

12:00 pm - 3:30 pm

Option Excursion: TBD! Lunch included!

