



Las Vegas

FEB. 17-18. 2026

PRE-CONFERENCE PRIMER

Agenda

1. Introduction
2. Spirit of the FSGA
3. Who attends the FSGA Winter Conference?
4. Agenda | What is the FSGA Winter Conference?
5. Circa Meeting Space | Where is everything?
6. Dress Code | What should I wear?
7. How to Maximize ROI
8. Elevator Pitch Competition
9. Meet the FSGA Board + Staff
10. Q&A

Introductions

- Will Tighe, 2026 FSGA Conference Committee Co-Chair
 - BettorFantasy Co-Founder (Acquired) Currently Product @ FantasySpin
 - Member of the FSGA since 2022
- FSGA Membership Committee

We're all here to ensure your conference experience is **fun** and **productive**!

Spirit of the FSGA - COMMUNITY!





Who Attends

- **Operators** (Fantasy Sports, DFS, Sports Betting, Gaming, etc.)
 - Entrepreneurs & Innovators
 - Multimedia Companies
 - Leagues
 - Search Engines
- **Media companies**
- **Professional Services** (Legal, Accounting, Compliance, Geolocation, etc.)
- **Service Providers** (Payment processors, Content & Data providers, Investors, Consultants, Developers, Recruiters, etc.)
- **Investors** (Affiliates, VCs, etc.)

Updated conference attendee list is sent weekly - keep an eye in your inbox!

2026 FSGA Winter Conference Agenda

Monday, February 16



Arrivals begin!

Unofficial networking at the Circa
Lobby Bar - **Vegas Vickie's**

Tuesday, February 17 | Official Start of Conference!

11:00 AM - 8:30 PM

Registration

Foyer

11:00 AM - 5:00 PM

Coffee Station

Galaxy I + II (Sponsored by FanDuel)

1:00 PM - 8:30 PM

TrophySmack Game Zone & Exhibits Open

Galaxy I + II

1:10 PM - 2:10 PM

Two-Minute Drill: Speed Networking

Starlite I + II + III (Sponsored by EDGE Boost)

2:00 PM - 4:00 PM

FSGA Experts League Draft - Fantasy Baseball

La Concha

2:15 PM - 3:00 PM

AI Workshop

Galaxy III + IV

3:00 PM - 3:30 PM

Grab 'n Go Snack Stations

Galaxy I + II (Sponsored by RubinBrown)

3:15 PM - 4:00 PM

Brand Development Workshop

Starlite I + II + III

4:15 PM - 5:00 PM

AMA - Building A National, 24/7 Sports Betting Media Brand

Starlite I + II + III

5:00 PM - 6:00 PM

First-Time Attendee & New Member Welcome & Info Session

Reserved for first-time attendees, new FSGA members, & board members

Carousel I + II + III (Sponsored by CBS Sports Digital)

5:00 PM - 6:00 PM

Happy Hour

Galaxy I + II (Sponsored by North)

6:00 PM - 7:00 PM

Elevator Pitch Competition

Galaxy III + IV (Sponsored by Vela Wood)

7:00 PM - 8:30 PM

FSGA Opening Reception

Galaxy I + II (Sponsored by Toptal)

Wednesday, February 18

8:30 AM - 5:00 PM

Registration

Foyer

8:30 AM - 5:00 PM

TrophySmack Game Zone & Exhibits Open

Galaxy I + II

8:30 AM - 9:30 AM

Hair of the Underdog Breakfast

Starlite I + II + III / Foyer (Sponsored by Underdog Sports)

9:30 AM - 3:30 PM

Coffee Station

Galaxy I + II (Sponsored by FanDuel)

9:30 AM - 9:45 AM

Welcome & Opening Remarks

Galaxy III + IV

9:45 AM - 11:00 AM

Prediction Markets: What We've Learned So Far

Galaxy III + IV

11:00 AM - 11:20 AM

Morning Networking Break

Galaxy I + II (Sponsored by Jebran & Abraham)

11:20 AM - 12:05 PM

Brand Messaging That Wins: Crafting A Voice That Resonates

Galaxy III + IV

12:05 PM - 1:05 PM

Networking Lunch

Galaxy I + II / Starlite I + II + III (Co-sponsored by PrizePicks)

1:05 PM - 1:55 PM

Awards Presentation

Galaxy III + IV (Co-sponsored by JKJ)

1:55 PM - 2:40 PM

**Standing Out In A Crowded Field:
The Customer Acquisition Playbook**

Galaxy III + IV

2:40 PM - 3:00 PM

Afternoon Networking Break

Galaxy I + II (Sponsored by Jebran & Abraham)

3:00 PM - 3:45 PM

**Winning Together: Activating Relationships
with Affiliates, Sponsors, and Influencers**

Galaxy III + IV

3:45 PM - 4:40 PM

FSGA's Newly Released Industry Research

Galaxy III + IV

4:40 PM - 4:55 PM

**Elevator Pitch Competition Winner
Announced & Closing Remarks**

Galaxy III + IV

5:00 PM - 7:30 PM

Closing Reception

Legacy Club

Get to Know the Venue

Circa Meeting Space

FSGA Podcast

First-Time Attendee & New Member Welcome & Info Session (Feb. 17)

Open room for calls / meetings (Feb. 18)

Registration / Badge Pick Up

Speed Networking

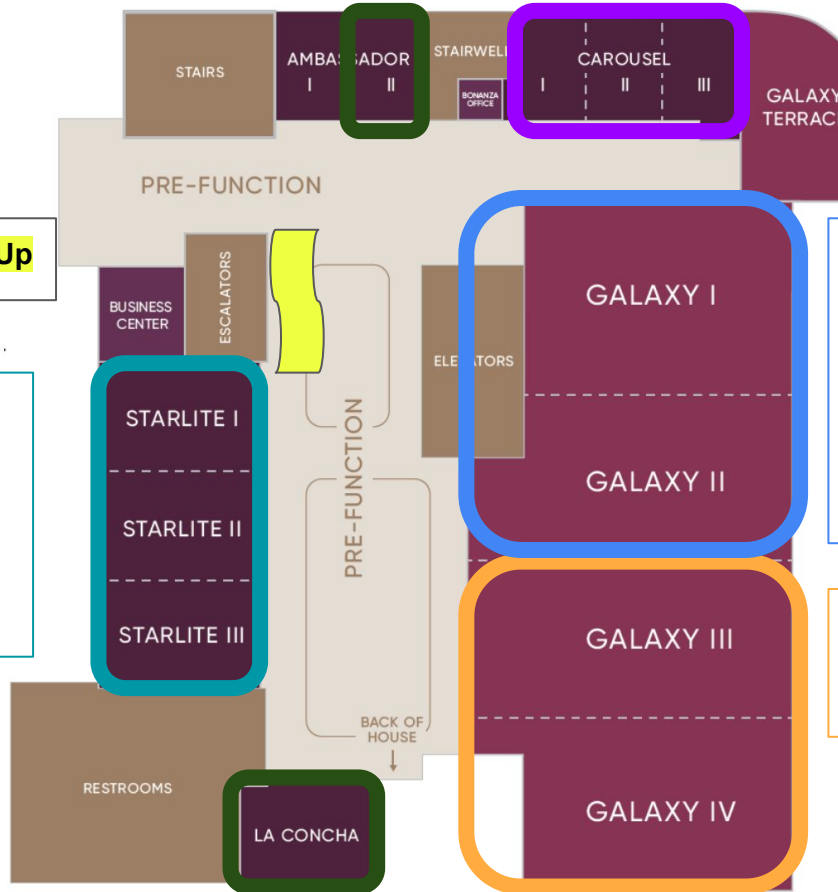
Brand Development Workshop

AMA with VSiN

Breakfast & lunch on Feb. 18

FSGA Experts League Draft (Feb. 17)

Speaker Ready Room (Feb. 18)



TrophySmack Game Zone & Exhibits

All breaks, coffee stations

Happy Hour

Opening Reception

General Session Room - AI panel on Feb. 17, all Feb. 18 panels, elevator pitch competition

FSGA
FANTASY SPORTS & GAMING ASSOCIATION



Circa Sportsbook



Stadium Swim



Conference Registration & Badge Pick Up



Additional Helpful Tips

Dress Code

Business Casual

- Polished and office appropriate
- Comfortable shoes
- Jacket - it gets cold at night, especially at the Closing Reception on the rooftop!



Maximizing ROI

1. Be prepared - go in with a **plan**.
2. Develop a **one-liner** or **30 second pitch** about yourself, your company, etc.
3. Reach out to fellow attendees **pre-conference**.
4. Stay **hydrated**!
5. **Listen, learn**, take **notes**, and **follow up**!
6. Make a plan to connect - LinkedIn, business cards, take photos of badges, whatever works best for you!

Elevator Pitch Contest (*sponsored by Vela Wood*)

1. For those pitching, keep it **concise** and **memorable**
2. For those in the audience, give your **undivided attention**



FSGA Board of Directors



Brandon Loeschner
RubinBrown LLP



Chase Payne
ChalkBoard



Howard Kamen
Advance Local



David Pfau
Sportradar



Paul Charchian
Fantasy Life



Matt Deutsch
VSiN



Griffin Finan
DraftKings



Zach Doctor
WagerWire



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Stokastic



Brian Huss
PrizePicks



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Katie Richcreek
ESPN



Peter Schoenke
RotoWire



Stacie Stern
Underdog Sports



Will Tighe
FantasySpin



Dan Williams
FantasyAlarm



Digger Turnbull
Game Night Sports



Kevin Vela
Vela Wood



Rick Wolf
Full Moon Sports Solutions

FSGA Staff Team



Stefan Bradham, CAE, CDE
Executive Director



Charlotte Patterson
Meetings



Lisa Quam
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Q & A

