

AGENDA

Monday, February 20, 2017

- 1:00pm - 4:00pm Registration
- 2:00pm - 3:00pm Group Activity
- 3:00pm - 4:30pm Benefits Technology Selling 101, Josh Davis, EverythingBenefits
- 4:30pm - 4:45pm Welcome: Metrics, Michael Young
- 4:45pm - 5:30pm Keynote Speaker: Commander Mark McGinnis
- 5:30pm - 7:00pm Welcome Reception & Sponsor Showcase

Tuesday, February 21, 2017

- 7:30am - 8:30am Breakfast & Sponsor Showcase
- 8:30am - 9:15am Social Selling Keynote, Corey Perlman, eBootCamp
- 9:15am - 10:15am Social Selling Workshop, Corey Perlman, eBootCamp
- 10:15am - 10:45am Networking Break & Sponsor Showcase
- 10:45am - 11:30am General Session
- 11:30am - 12:15pm Owners Breakout Session
Sales Rep Breakout,
Asking THE RIGHT Questions to Smash Your Sales Numbers, Lee Roberts
- 12:15pm - 1:15pm Lunch & Sponsor Showcase
- 1:15pm - 2:00pm General Session
- 2:00pm - 3:00pm Networking Break & Sponsor Showcase
- 3:00pm - 4:30pm Owners Breakout Session
Sales Rep Breakout Session
- 4:30pm - 5:30pm Networking Happy Hour

Wednesday, February 22, 2017

- 8:00am - 9:00am Breakfast & Sponsor Showcase
- 9:00am - 10:00am Customer Success & Upselling General Session
- 10:00am - 10:30am Networking Break & Sponsor Showcase
- 10:30am - 12:00pm Over 50 Employees Best Practices Roundtable
Under 50 Employees Best Practices Roundtable
- 12:00pm - 1:00pm Lunch & Sponsor Showcase