

REGISTRATION DESK & EXHIBIT AREA OPEN 7:00 am - 7:00 pm			
7:00 am - 8:00 am	CONTINENTAL BREAKFAST—EXHIBIT AREA OPEN		
8:00 am - 8:15 am	Conference Overview & Welcome		
8:15 am - 8:45 am	Creating the A-Team: An Existential Opportunity Keynote Speaker: Dr. Howard F. Dover, PhD University of Texas at Dallas		
8:45 am - 9:15 am	How Bad Math is Killing Account Based Sales Development: Be a Titan or Be The Titanic Chris Beall, CEO, ConnectAndSell		
9:15 am - 9:45 am	Is Cold Calling Dead, or Are You Just Not Doing It Right? Tom Snyder, Founder, Funnel Clarity		
9:45 am - 10:15 am	BREAK - EXHIBIT AREA OPEN		
	BREAKOUT SESSIONS		
LOCATION	Meeting Room 1-2	Meeting Room 3-4	Meeting Room 5
10:15 am - 11:00 am	10 Steps to Transform Your Career	How to Build an Effective Sales Technology Stack in 2017	Account Based Sales
11:15 am - 12:00 pm	Flawless Follow Up... Forever!	Navigating LinkedIn	Use Video to Supercharge Your Sales Process
12:00 pm - 1:00 pm	LUNCH BREAK - EXHIBIT AREA OPEN		
	BREAKOUT SESSIONS		
LOCATION	Meeting Room 1-2	Meeting Room 3-4	Meeting Room 5
1:00 pm - 1:45 pm	The New Science of Emotionally Intelligent Selling	True Leadership: Inspiring People into Action	Stop Pitching, Start Solving: Helping Customers Discover What They Really Want
1:45 pm - 2:45 pm	Visit the Exhibit Area Learn about leading Inside Sales tools and technologies from the industry's top providers		
2:45 pm - 3:30 pm	Top Tip Takeaways In small groups, we'll discuss key issues, formulate solutions for these challenges, then reassemble to share our findings		
3:30 pm - 4:00 pm	The Full Frontal Factor Leo Cardenas, Body Language Speaker & Trainer, Lay-O, LLC		
4:00 pm - 4:30 pm	Rethink What You Know: Why Conventional Sales Tactics are Shifting to Social Andy Kellam, Inside Sales Leader, LinkedIn Sales Solutions		
4:30 pm - 5:00 pm	Panel Discussion: Digital Selling in the Future An open discussion with thought leaders and practitioners around the future of our sales profession		
5:00 pm - 5:30 pm	The Greatest Secret In Sales Special Guest Speaker: Judy Hoberman International Speaker, Trainer, Coach and Mentor & President of Selling in a Skirt		
5:30 pm - 7:00 pm	Happy Hour in the Expo Meet-and-Greet Author Book Signing, Networking Reception, and more...		