

REGISTRATION DESK & EXHIBIT AREA OPEN 7:00 am - 6:30 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	KEYNOTE: Sales Has Never Been More Valuable - Here’s How to Seize the Moment Sean Sheppard, Founder, GrowthX and GrowthX Academy		
8:45 am - 9:15 am	A Radical Conversation About Sales Development Chris Beall, Chief Executive Officer, ConnectAndSell		
9:15 am - 9:45 am	IDEA EXCHANGE: Senior Leadership - Bridging the Gap from VP to Frontline Managers Host: Sally Duby, General Manager, The Bridge Group—West Coast		
9:45 am - 10:15 am	BREAK - EXHIBIT AREA OPEN		
	BREAKOUT SESSIONS		
LOCATION	Baden A	Baden B	Salons A-E
10:15 am - 11:00 am	Real Social Selling Tips, Tricks, and Hacks You Can Use to Win More Business Kurt Shaver, The Sales Foundry	A Digital and Social Transformation of Sales Koka Sexton, Hootsuite	The 5 Critical Changes Needed to Make Your Sales Development Strategy “Millennial-Ready” Jim Kano, Qstream
11:15 am - 12:00 pm	Make Hiring Your Competitive Advantage Carolyn Betts Fleming, Betts Recruiting	Why All Sales Conversations and Product Demos Aren’t Equal Kirk Lockhart, Aligned2aT	Use Video to Supercharge Your Sales Process Terrance Kwok, Vidyard
12:00 pm - 1:00 pm	LUNCH BREAK - EXHIBIT AREA OPEN		
	WORKSHOPS		
LOCATION	Baden A	Baden B	Salons A-E
1:00 pm - 2:00 pm	Effective Communications How to Make Meaningful Offline Connections in an Online World Judy Frank, Vortexology	Managing your Team to Peak Performance Dionne Mischler, Inside Sales by Design	The Advancement of Women in Sales Leadership Hosted By: WOMEN Sales Pros
2:00 pm - 2:45 pm	BREAK IN THE EXPO Learn about leading Inside Sales tools and technologies from the industry’s top providers		
2:45 pm - 3:00 pm	Inside Sales Secrets Revealed Jerry Gladstone, Owner, The Sales Comedian		
3:00 pm - 3:30 pm	IDEA EXCHANGE: Face-Off - Top Leaders & Top Reps Hosted by: The AA-ISP Silicon Valley Chapter		
3:30 pm - 4:00 pm	How to Build a High-Velocity Sales Assembly Line to Mass-Produce Sales Donald Scherer, Author of Assembly Required		
4:00 pm - 4:30 pm	You Can’t Have 2.0 Sales Reps Reporting to 1.0 Managers Jill Rowley, Chief Evangelist & Startup Advisor, #SocialSelling		
4:30 pm - 5:00 pm	#DontDoNormal - The Age of Digital Personalization has ARRIVED! Mario Martinez Jr., Chief Executive Officer and Digital Sales Champion, M3Jr Growth Strategies		
5:00 pm - 6:30 pm	HAPPY HOUR IN THE EXPO Discuss the day and network with fellow attendees while enjoying drinks and hors d'oeuvres		