

Sales Leadership Summit

Date: April 1, 2020

8:00 am – 4:00 pm CT

- 8:00 am – 8:10 am Dr. Howard Dover | Welcome
- 8:15 am – 8:50 am John Barrows | Filling the Funnel
- 8:55 am – 9:30 am Lori Richardson | Your Leadership Ultimatum – Create Great Sales Culture
- 9:30 am – 9:45 am Break
- 9:45 am – 10:25 am Jeff Molander | The Truth About Social Selling
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- 10:30 am – 11:15 am Shari Levitin | The Adaptive Seller: 4 Strategies in a Time of Uncertainty
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- 11:15 am – 11:30 am Break
- 11:30 am – 12:05 pm Becc Holland | How to Drive More Quota-Attainment Through Personalizing Your Messaging at Scale
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- 12:10 pm – 12:45 pm Darryl Prail | If Emails are Critical to Success then Stop Sending Sh**ty Emails
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- 12:45 pm – 1:30 pm Drew Pipkin | Sales Recruiting Right Now: What my Clients are Telling Me
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- 1:30 pm – 1:45 pm Break
- 1:45 pm – 2:20 pm Elay Cohen | Rethinking Sales Enablement with WFH Teams
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- 2:25 pm – 3:00 pm Jaime Diglio | Leading People Through Uncertainty - Strategies to “keep it real” and drive success
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- 3:05 pm – 3:40 pm Dr. Leff Bonney | Enabling an Inconsistent Sales Force

3:40 pm – 4:00 pm Wrap Up