Sales Management Summit

Date: May 2, 2018
7:15 am – 5:15 pm

7:15 am – 8:00 am  Registration and Breakfast
Inspiration Hall

8:00 am – 9:15 am  Keynote Block I
Ballroom A
Dr. Howard Dover | Welcome
Jason Jordan | The Good, the Bad, and the Useless
Dr. Jeff Bonney | Everything I Learned About Selling, I Learned from Peyton Manning

9:15 am – 9:30 am  Break

9:30 am – 10:30 am  Keynote Block II
Ballroom A
Angela Chapoy | The Lennox Coaching Model
Rob Jeppsen | Keynote

10:30 am – 10:45 am  Break

10:45 am – 11:25 am  Workshop Session I and Executive Briefings
Ballroom C
Dr. Stacey Schetzsle | Key Elements of a Coaching Model
Jason Jordan | Executive Briefing (invitation only)

11:25 am – 11:30 am  Reconvene for Lunch
Ballroom A/B

11:30 am – 1:10 pm  Lunch and Keynote Block III
Ballroom A/B
Lori Richardson | Creating an Inclusive Sales Organization
Elay Cohen | Developing a Winning Sales Culture
1:10 pm – 1:25 pm Break

1:25 pm – 2:30 pm Keynote Block IV Ballroom A
Jill Konrath | Managing Crazy-Busy Sales People
Greg Lewis | Changing the Game: How to Recruit and Build Competitive Sales Teams

2:30 pm – 2:45 pm Break

2:45 pm – 3:25 pm Workshop Session II and Executive Briefings Ballroom C
Scott Weinhold | Sales Messaging 4.0: The AI You Must Deploy Now to Hit Your Number
Rob Jeppsen | Executive Briefing (invitation only)
Lori Richardson | Executive Briefing (invitation only)

3:25 pm – 3:50 pm Break

3:50 pm – 5:00 pm Final Session Ballroom A
Jim Dickie | A Business Case of Dynamic Sales Management (and How to Get There)
Sales Leadership Panel | Key Success Factors

5:00 pm – 5:15 pm Wrap Up