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

10:30 am – 11:15 am Shari Levitin | The Adaptive Seller: 4 Strategies in a Time of Uncertainty

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

12:10 pm – 12:45 pm Darryl Praill | If Emails are Critical to Success then Stop Sending Sh**ty Emails

12:45 pm – 1:30 pm Drew Pipkin | Sales Recruiting Right Now: What my Clients are Telling Me

1:30 pm – 1:45 pm Break

1:45 pm – 2:20 pm Elay Cohen | Rethinking Sales Enablement with WFH Teams

2:25 pm – 3:00 pm Jaime Diglio | Leading People Through Uncertainty - Strategies to “keep it real” and drive success

3:05 pm – 3:40 pm Dr. Jeff Bonney | Enabling an Inconsistent Sales Force
3:40 pm – 4:00 pm   Wrap Up