



THE UNIVERSITY OF TEXAS AT DALLAS
Naveen Jindal School of Management
Center for Professional Sales

Sales Leadership Summit

Date: April 4, 2019

7:15 am – 4:00 pm

7:15 am – 8:00 am	Registration and Breakfast	JSOM EDR Atrium
8:00 am – 9:30 am	Keynote Block I Dr. Howard Dover Welcome Rob Jeppsen Creating a Sale Dynasty: How the Greatest Sales Coaches Create Legendary Performance Kurt Shaver The Modern Buyer Requires a Modern Seller	JSOM EDR
9:30 am – 9:45 am	Break	
9:45 am – 11:15 am	Keynote Block II Juliana Stancampiano To Team is Human Scott Santucci Simplify Complex Selling by Enabling Buyers to Succeed	JSOM EDR
11:15 am – 11:30 am	Break	
11:30 am – 12:10 pm	Vendor Hour Outreach & Sales Intel To txt or not to txt Challenger 3 Simple Challenger Exercises You Can Use Tomorrow Rooke Pipkin Managing Your Career: Our Client's #1 Decision Criteria for Hiring Modern Sales Leaders	JSOM 1.517 JSOM 1.516 JSOM 1.508
12:15 pm – 12:45 pm	Lunch	JSOM EDR



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12:45 pm – 1:30 pm	Lunch and Keynote Block III David Brock & Dr. Howard Dover Fireside Chat	JSOM EDR
1:30 pm – 1:45 pm	Break	
1:45 pm – 3:30 pm	Keynote Block IV Ashley Welch Naked Sales: How Design Thinking Reveals Customer Motives & Drives Revenue Spencer Wixom Coach Your People to Perform the Next Generation Sales Experience Jake Reni Building a World Class Sales Academy	JSOM EDR
3:30 pm – 4:00 pm	Wrap Up	