

AGENDA - Thursday, May 26th

TIME	SUBJECT/SPEAKER
8:00am - 8:30am	Registration (Music by Dan Beattie)
8:30am - 8:45am	Introduction & Opening Remarks - <i>Drew Murray & Tony Hoty</i>
8:45am - 9:30am	Success Leaves Clues - The Pillars of Winning Cultures - <i>Tony Hoty</i>
9:30am - 10:00am	Pillar 1 - Philosophy - Mindset of a Leader - <i>Bob Quillen</i>
10:00am - 10:30am	Pillar 1 - Philosophy - Use what you have - <i>Joe Altieri</i>
10:30am - 10:45am	Morning Break
10:45am - 11:30am	Pillar 2 - People - Proactive Hiring Process - <i>Chas Moscarino</i>
11:30am - 12noon	Pillar 2 - People - Recruiting RockStars - <i>Chris Williamson</i>
12noon - 1:00pm	Lunch
1:00pm - 1:45pm	Pillars 2 & 3 - People / Process - Escape from contractor prison - <i>Jason Phillips</i>
1:45pm - 2:15pm	Pillar 3 - Process - Communication Process - <i>Andrew Martin</i>
2:15pm - 3:00pm	Pillar 3 - Process - Next-level Lead Conversion - <i>Megan Beattie</i>
3:00pm - 3:15pm	Afternoon Break
3:15pm - 3:45pm	Pillar 3 - Process - Turning Data into Dollars - <i>Tim Mush</i>
3:45pm - 4:15pm	Pillar 3 - Process - Crack Cocaine & Broccoli - <i>Brian Kaskavalciyan</i>
4:15pm - 4:45pm	Pillar 3 - Process - Don't Compete, Dominate - <i>Richard Begalla</i>
4:45pm - 5:00pm	Closing Remarks - Different Colored Jerseys - <i>Tony Hoty</i>

*** You are highly encouraged to network with your peers ***

AGENDA - Friday, May 27th

TIME	SUBJECT/SPEAKER
8:00am - 8:30am	Network / Mingle / Visit Sponsor Exhibits
8:30am - 9:00am	Welcome - Opening Remarks - Wednesday Takeaways
9:00am - 10:00am	Pillar 3 - Process - <i>CEO John Anglis</i>
10:00am - 10:15am	Pillar 4 - Partnership - Power of Partnership - <i>Progressive Foam</i>
10:15am - 10:30am	Morning Break
10:30am - 11:00am	Pillar 3 - Process - Internet Conversion - <i>Bryan Behan</i>
11:00am - 11:30am	Pillar 3 - Stop leaving money on the table - <i>Paul Burleson</i>
11:30am - 12Noon	Pillar 3 - Process - Succeeding with Television - <i>Ron Jumper RSA</i>
12Noon - 1:00pm	Lunch
1:00pm - 1:20pm	Pillar 3 - Process - Digitizing your sales process - <i>LEAP</i>
1:20pm - 1:40pm	Pillar 3 - Process - Dynamic Tablet Presentations - <i>Charlie Goldberg</i>
1:40pm - 2:10pm	Pillar 3 - Process - Presenting Payment Options - <i>Dividend Finance</i>
2:10pm - 2:30pm	Pillar 3 - Process - Selling Doors On Purpose - <i>Greg East</i>
2:20pm - 2:40pm	Inbound Calling Process - Training & Roll Play
2:40pm - 3:00pm	Event Marketing Process - Training & Roll Play
3:00pm	Prizes - Awards - Closing Remarks

** Agenda Subject To Change Based Speakers Travel Schedules & Other Extenuating Circumstances **