

AGENDA

7:00 - 8:00

Breakfast in the Expo

Large Group Learning:

8:00 - 8:40

Kickoff & Opening Activity

8:40 - 9:10

Scientific Results to Deliver Your Customer a Better Experience

9:15 - 9:45

How Artificial Intelligence is Solving the Biggest Challenge in Sales

9:45 - 10:15

Break in the Expo

10:15 - 12:00

Breakout Sessions

12:00 - 1:00

Networking Lunch in the Expo

1:00 - 2:45

Breakout Sessions

2:45 - 3:15

Break in the Expo

Large Group Learning:

3:20 - 3:50

Manager Coaching Academy

3:50 - 4:20

Drive a Bigger and Better Pipeline While Shortening Sales Cycles

4:20 - 4:40

So You're an AA-ISP Member.... Now What?

4:40 - 5:10

You Didn't Follow Up... Again - The Journey to 100% Follow-Through Across Your Sales Teams

5:10 - 5:30

Closing Activity

5:30 - 7:00

Happy Hour in the Expo

BREAKOUT SESSIONS

10:15 - 11:00

ROOM: 101 IDEA EXCHANGE: Daily Best Practices for Reps

ROOM: 103 Moving the Middle: Your Biggest Growth Opportunity is Hidden in the Middle 70%

ROOM: 104 Accountability and Impact - Guiding Managers to Develop, Retain, and Challenge Talent

ROOM: 105 Sales Enablement: How to Build a Coaching Culture

11:15 - 12:00

ROOM: 101 IDEA EXCHANGE: Best Practices for Leading Teams

ROOM: 103 Stop Selling Your Product! Getting and Keeping the Attention of your Listeners

ROOM: 104 Do Better Work

ROOM: 105 Salesvana: How to Make an Inclusive, Winning Sales Team

1:00 - 1:45

ROOM: 101 IDEA EXCHANGE: Creating a Winning Sales Culture

ROOM: 103 Making The Most of Your Millennial Workforce

ROOM: 104 Stop the (Prospect) Scramble: Territory Management for Better, More Productive Outreach

ROOM: 105 How to Prevent Disengagement from your BDR Team: From BDRs to Managers

2:00 - 2:45

ROOM: 101 IDEA EXCHANGE: Re-Humanizing the Sales Process

ROOM: 103 The No BS, Straight-Up, Super-Amazing-Starting-From-Zero, Social-Selling Workshop

ROOM: 104 Humor's Impact on Prospects

ROOM: 105 How Good Are Your Sellers - Can AI Make Them Better?