

8:30 AM - 5:30 PM	REGISTRATION DESK OPEN	
PRE-EVENT HANDS-ON WORKSHOPS – FULL SUMMIT EXPERIENCE PASS HOLDERS		
9:00 – 11:45 AM	Pre-Event Workshop: Visionary Leadership - Curating and Sustaining an Elite Organizational Culture	Pre-Event Workshop: Driving Sales Performance with Goals – a Leader's Workshop
12:00 - 1:00 PM	EXPO GRAND OPENING	
1:00 - 1:15 PM	#LS2019 Kickoff	
1:15 - 1:30 PM	Investing in Our Future - #giveback	
1:30 - 1:50 PM	Addressing the Future of Virtual Selling	
1:50 - 2:15 PM	Idea Exchange: Stories of Personal Success in Sales & Leadership	
2:15 - 2:35 PM	The Holy Grail of Inside Sales: Answering the Million-Dollar Questions	
2:35 - 2:40 PM	Tips for Navigating the Expo	
2:40 – 3:15 PM	NETWORKING BREAK IN THE EXPO	
3:15 - 3:30 PM	AA-ISP Member Spotlights	
3:30 - 3:55 PM	Idea Exchange: Research Project - Customer Buying Preferences	
3:55 - 4:15 PM	What Is Digital Sales Transformation & How Do I Drive Change In My Organization?	
4:15 - 4:40 PM	Idea Exchange: Elements of a Winning Sales Culture	
4:40 - 5:00 PM	Tool & Tech Demos	
5:00 - 5:30 PM	Keynote Presentation: Flashes of Genius - Learning the Art and Science of Creativity	
5:30 – 7:00 PM	HAPPY HOUR IN THE EXPO	

7:00 – 8:00 AM	BREAKFAST IN THE EXPO							
8:00 - 8:05 AM	Morning Kickoff & Announcements							
8:05 - 8:30 AM	Idea Exchange: Aligning Your Organization with Technology							
8:30 - 8:50 AM	Leaving a Lasting Legacy Through Leadership							
8:50 - 9:10 AM	2 Tactical Ways to Triple Your Teams Conversations – No Tools Required							
9:10 - 9:15 AM	Special Announcement from AA-ISP							
9:15 - 9:35 AM	Rehumanize Your Business: How Personal Videos Accelerate Sales and Improve Customer Experience							
9:35 - 10:00 AM	Idea Exchange: AI Driven Sales							
10:00 - 10:05 AM	Tips for Navigating the Expo							
10:05 – 10:35 PM	BREAK IN THE EXPO							
10:35 - 10:55 AM	The Next Era of Innovation in Sales							
10:55 - 11:20 AM	Tool & Tech Demos							
11:20 - 12:00 PM	Keynote Presentation: Build Your Story Playbook - the catalyst to explosive sales growth							
12:00 – 1:15 PM	LUNCH							
1:15 - 2:15 PM	BREAKOUT WORKSHOPS							
Idea Exchange: Compensation Planning (Structure & Setting Quotas)	How to Build a Bootcamp Structure for Faster Ramp Up & Sales Effectiveness	Can You See Me Now? - Body Language Techniques To Take Your Phone and Video Calls To The Next Level	Women in Sales Part II: From Research to Actions on Diversity and Inclusive Leadership That Make a Difference	Creating a Story Playbook	You Suck at Playing Hardball: How to Win Using Hard-Nosed Negotiation Tactics: Part I	You're In Business: What Attendees Can Do at a Summit to Grow their Business	Pay It Forward: Developing Sales Accountability That Scales With Revenue Targets	
2:30 - 3:15 PM	BREAKOUT SESSIONS							
Idea Exchange: Leading & Scaling Large/Enterprise Organizations	Salesforce on Salesforce: Inside Sales and Technology	From Coaching To KPIs: How Metric-Driven Sales Teams Create Winning Cultures	You Suck at Playing Hardball: How to Win Using Hard-Nosed Negotiation Tactics: Part II	Sales Storytelling: How to DOUBLE Your Close Rates with a "Game-Over" Narrative	Discover Your Breakthrough: Connecting Strategy and Scripting to Drive Your Sales Pipeline	CASE STUDY: IBM Research Study on Effective Outbound Selling	CASE STUDY: Automated Packaging Systems - A 50-Year-Old Manufacturing Company Digitally Transforms Sales	
3:15 – 4:15 PM	BREAK IN THE EXPO							
4:15 - 5:00 PM	BREAKOUT SESSIONS							
Idea Exchange: Best Practices for Distribution Inside Sales Teams	The Truth About Sales Cadences – What Millions of Data Points Tell Us About Engaging Prospects	The 5 Steps to Digital Transformation for Sales Teams	Rapid Growth for SMB, the Lazy Way	How Coaching Impacts Win Rates - What AI Learned from 50 Companies that Grew >100% in FY18	The No BS, Straight-Up, Super-Amazing-Starting-From-Zero, Social-Selling Workshop	3 Ways Sales Leaders Can Supercharge Their Teams	CASE STUDY: Engaging a Remote Team – American Airlines	CASE STUDY: Importance of Continuing Education - Midco
6:00 - 10:00 PM	<h2>AWARDS GALA & AFTER PARTY</h2> <p><i>A short awards ceremony will honor the winners of the 2019 Inside Sales Awards before a dinner, networking, and live band ending the night.</i></p>							

7:30 – 8:30 AM		BREAKFAST IN THE EXPO					
8:30 - 9:15 AM		BREAKOUT SESSIONS					
Fast Ramps, Smart Quotas & Balanced Territories	Idea Exchange: Sales & Marketing Marriage Counseling with Dr. Bob	Gamification is a Serious Business	High Velocity Sales: The Future of Inside Sales	Eliminating Clawbacks: How Sales Can Help Customer Success Keep Their Clients	You Can't Teach People to Sell By Teaching People to Sell	Finding Hidden Gems in Your Candidate Pool	CASE STUDY: Southwest Airlines - Using Data Insights to Drive Revenue
9:15 – 10:00 AM		LAST BREAK IN THE EXPO <i>expo hall closes at 10:00 AM</i>					
10:00 - 10:45 AM		BREAKOUT SESSIONS					
Idea Exchange: Career Progression	Transform Your Sales Organization to Scale Success	Top 10 Secrets To Building a World-Class \$100M Inside Sales Team	Sales is Not a 'One-Size-Fits-All' Kind of Job	Automation: It's for More Than Just Sequences	Maximize Success within your Sales Organization by Building a Peak Performance Sales Team	The Business of Connection - Rehumanizing Sales	
11:00 - 11:15 AM		BREAKOUT SESSIONS					
Idea Exchange: CSI-ing Metrics (Coaching with Metrics)	Are You a Cultural Fit?	Ask-n-Expert Live - Leadership Forum	Combating "onlyness" in Sales Leadership	Enablement Architecture: Building out the Enablement Function	Improving Sales Certainty - How CRM Can Help Make Sales Inevitable (case study)	How to Build a Gym to Grow Your Reps' Sales Muscles Quickly and Consistently	