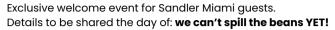


TUESDAY, APRIL 1ST



BREWS & BOLD MOVES





WEDNESDAY, APRIL 2ND

7:00 AM	7:00 AM - 9:00 AM EDT (2 Hours) Breakfast & Badge Pickup
_	
9:00 AM	9:00 AM - 9:45 AM EDT (45 Min) [Statistical States of Parts of Success: Navigating the Great Sales Transformation
	© General Session David Mattson Speaker
9:45 AM	9:45 AM - 10:30 AM EDT (45 Min) Keynote Speaker
	© General Session Krish Dhanam Keynote
10:30 AM	10:30 AM - 11:00 AM EDT (30 Min) Break
11:00 AM	11:00 AM - 11:45 AM EDT (45 Min) General Session
	General Session Jody Williamson Speaker
11:45 AM	11:45 AM - 12:30 PM EDT (45 Min) Keynote Speaker
	© General Session Eric Bailey Keynote
12:30 PM	12:30 PM - 2:00 PM EDT (1 Hour, 30 Min) Lunch



WEDNESDAY, APRIL 2ND

2:00 PM

2:35 PM

2:00 PM - 2:30 PM EDT

(30 Min)

To Call or Not to Call . . . Why is that the Question?

Breakout Track, Grow Yourself



(25 Min)

Stop It

2:35 PM - 3:00 PM EDT

Sean Coyle Pittsburgh, Pennsylvania Sandler by Peak Performance Speaker

Why Salespeople Get Ghosted After the Sales Call and How to

Breakout Track, Grow Yourself

Scott Bliss

2:00 PM - 2:30 PM EDT (30 Min)

Strategic Growth: Creating a Roadmap for Long-Term

Breakout Track, Grow Your Team



Andrew Wall

2:35 PM - 3:00 PM EDT (25 Min)

Battle of the Beliefs: Who's Winning?

Breakout Track, Grow Your Team



Troy Elmore

2:00 PM - 2:30 PM EDT (30 Min)

Sell Smarter with AI

Breakout Track, Grow Your Business



Jordan Ledwein

2:35 PM - 3:00 PM EDT (25 Min)

How to Build Trust in an Untrusting World

Breakout Track, Grow Your Business



Mike Crandall

3:00 PM

3:00 PM - 3:30 PM EDT (30 Min) Break

3:30 PM

3:30 PM - 3:55 PM EDT

The Power of Connection

Breakout Track, Grow Yourself



Tim Roberts Sandler by Trustpointe, Inc. Trustpointe Speaker 3:30 PM - 3:55 PM EDT

(25 Min,

Insider's Playbook to Winning the Future of Sales: Skills & Mindsets for the Next Decade

Breakout Track, Grow Your Team



Paul Lanigan Speaker 3:30 PM - 3:55 PM EDT (25 Min)

(25 Min)

Transform Your Business AI and Tools like CoPilot in ZoomInfo

Breakout Track, Grow Your Business



Chris Drouin Speaker

4:00 PM

4:00 PM - 4:30 PM EDT

(30 Min)

lt's Not Fear That Will Kill You in Selling, it's Doubt

Breakout Track, Grow Yourself



Carlos Garrido



4:00 PM = 4:30 PM EDT

(30 Min)

Unlock Your Sales Mentoring Superpower

Breakout Track, Grow Your Team



Karen Meracle

4:00 PM - 4:30 PM EDT

How to Transform Your Sales Team into a Sales Multiplier to Grow Your Business

Breakout Track, Grow Your Business



Karl Schaphorst

4:30 PM

4:30 PM - 6:00 PM EDT (1 Hour, 30 Min) Networking Reception

6:00 PM

DINNER & DRINKS WITH US, ON US

WHERE: The Boathouse: 1620 East Buena Vista Drive, Lake Buena Vista, FL 32830 Shuttles will be provided for your convenience.





THURSDAY, APRIL 3RD

7:30 AM

7:30 AM - 9:00 AM EDT (1 Hour, 30 Min) **Breakfast**

9:00 AM

9:00 AM - 9:30 AM EDT

Overcoming Imposter Syndrome

Breakout Track, Grow Yourself



Emily Shaw

9:00 AM - 9:30 AM EDT

Explode Your Sales: From Unpredictable Growth to Consistent, Disciplined Success



Matt Neuberger

9:00 AM - 9:30 AM EDT

The Whole Company is the Sales Department

Breakout Track, Grow Your Business



Berkeley Harris

9:35 AM

9:35 AM - 10:05 AM EDT

Defying the Norm: The Power of the Unselfish Salesperson

O Breakout Track, Grow Yourself



Brian Kavicky

9:35 AM - 10:05 AM EDT

To be announced...

O Breakout Track, Grow Your Business

9:35 AM - 10:05 AM EDT

Al Meets EQ: Building Real Connection in a Digital World

O Breakout Track, Grow Your Business



Tiffany Koettel

10:05 AM

10:05 AM - 10:30 AM EDT (25 Min)

10:30 AM

10:30 AM - 11:00 AM EDT (30 Min)

Pain: A Deep Dive

Breakout Track, Grow Yourself



John Rosso

10:30 AM - 11:00 AM EDT (30 Min)

Don't Forget Mickey

Breakout Track, Grow Your Team



Jim Marshall

10:30 AM - 11:00 AM EDT (30 Min)

The Corporate Athlete

Breakout Track, Grow Your Business



Robin Green

11:05 AM

11:05 AM - 11:30 AM EDT

Qualify to Win: Building Rapport and Closing More Sales through Deep Qualification



Chris McDonell

11:05 AM - 11:30 AM EDT

Helping Your People Transition Through the Sales Transformation



Hamish Knox Trainer, Sandler Calgary Sandler Calgary

11:05 AM - 11:30 AM EDT

To be announced...

Breakout Track, Grow Your Business

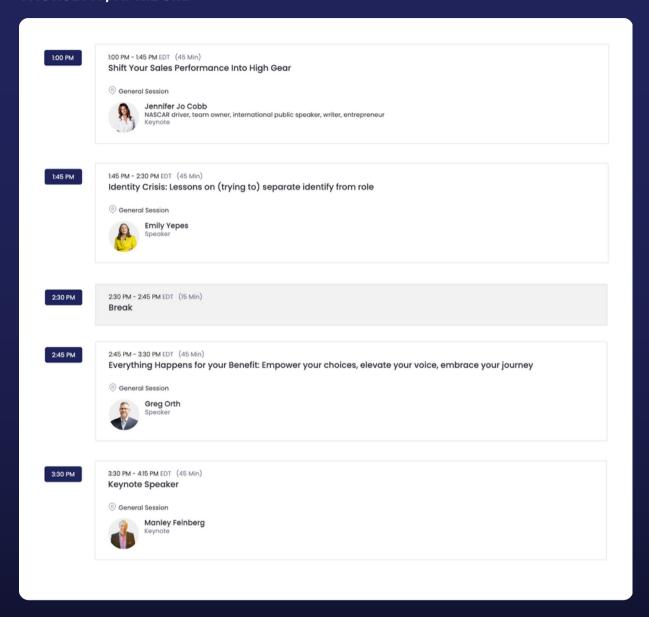
12:00 PM

12:00 PM - 1:00 PM EDT (1 Hour)

Lunch



THURSDAY, APRIL 3RD



Thanks for joining us! Let's do it again next year. 🧐

