

TUESDAY, APRIL 1ST

5:00 PM

BREWS & BOLD MOVES

Exclusive welcome event for Sandler Miami guests.

Details to be shared the day of: **we can't spill the beans YET!**



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) Breakfast & Badge Pickup
GPS to 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

SUMMIT

Sandler Miami Agenda

WEDNESDAY, APRIL 2ND

2:00 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



Sean Coyle
Pittsburgh, Pennsylvania
Sandler by Peak Performance
Speaker

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

Strategic Growth: Creating a Roadmap for Long-Term Success

📍 Breakout Track, Grow Your Team



Andrew Wall
Speaker

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

Sell Smarter with AI

📍 Breakout Track, Grow Your Business



Jordan Ledwein
Speaker

2:35 PM

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

Why Salespeople Get Ghosted After the Sales Call and How to Stop It

📍 Breakout Track, Grow Yourself



Scott Bliss
Speaker

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

Battle of the Beliefs: Who's Winning?

📍 Breakout Track, Grow Your Team



Troy Elmore
Speaker

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

How to Build Trust in an Untrusting World

📍 Breakout Track, Grow Your Business



Mike Crandall
Speaker

3:00 PM

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

3:30 PM

3:30 PM - 3:55 PM EDT
(25 Min)

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)

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)

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

📍 Breakout Track, Grow Yourself



Carlos Garrido
Speaker



4:00 PM - 4:30 PM EDT
(30 Min)

Unlock Your Sales Mentoring Superpower

📍 Breakout Track, Grow Your Team



Karen Meracle
Speaker

4:00 PM - 4:30 PM EDT
(30 Min)

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

📍 Breakout Track, Grow Your Business



Karl Schaphorst
Speaker

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.



SUMMIT

Sandler Miami Agenda

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
(30 Min)

Overcoming Imposter Syndrome

📍 Breakout Track, Grow Yourself



Emily Shaw
Speaker

9:00 AM - 9:30 AM EDT
(30 Min)

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

📍 Breakout Track, Grow Your Team



Matt Neuberger
Speaker

9:00 AM - 9:30 AM EDT
(30 Min)

The Whole Company is the Sales Department

📍 Breakout Track, Grow Your Business



Berkeley Harris
Speaker

9:35 AM

9:35 AM - 10:05 AM EDT
(30 Min)

Defying the Norm: The Power of the Unselfish Salesperson

📍 Breakout Track, Grow Yourself



Brian Kavicky
Speaker

9:35 AM - 10:05 AM EDT
(30 Min)

To be announced...

📍 Breakout Track, Grow Your Business

9:35 AM - 10:05 AM EDT
(30 Min)

AI Meets EQ: Building Real Connection in a Digital World

📍 Breakout Track, Grow Your Business



Tiffany Koettel
Speaker

10:05 AM

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

10:30 AM

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

Pain: A Deep Dive

📍 Breakout Track, Grow Yourself



John Rosso
Speaker

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

Don't Forget Mickey

📍 Breakout Track, Grow Your Team



Jim Marshall
Speaker

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

The Corporate Athlete

📍 Breakout Track, Grow Your Business



Robin Green
Ascend Performance, Inc.
Speaker

11:05 AM

11:05 AM - 11:30 AM EDT
(25 Min)

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

📍 Breakout Track, Grow Yourself



Chris McDonell
Owner
Sandler
Speaker

11:05 AM - 11:30 AM EDT
(25 Min)

Helping Your People Transition Through the Sales Transformation

📍 Breakout Track, Grow Your Team



Hamish Knox
Trainer, Sandler Calgary
Sandler Calgary
Speaker

11:05 AM - 11:30 AM EDT
(25 Min)

To be announced...

📍 Breakout Track, Grow Your Business

12:00 PM

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

THURSDAY, APRIL 3RD

1:00 PM

1:00 PM - 1:45 PM EDT (45 Min)

Shift Your Sales Performance Into High Gear

General Session



Jennifer Jo Cobb

NASCAR driver, team owner, international public speaker, writer, entrepreneur
Keynote

1:45 PM

1:45 PM - 2:30 PM EDT (45 Min)

Identity Crisis: Lessons on (trying to) separate identify from role

General Session



Emily Yepes

Speaker

2:30 PM

2:30 PM - 2:45 PM EDT (15 Min)

Break

2:45 PM

2:45 PM - 3:30 PM EDT (45 Min)

Everything Happens for your Benefit: Empower your choices, elevate your voice, embrace your journey

General Session



Greg Orth

Speaker

3:30 PM

3:30 PM - 4:15 PM EDT (45 Min)

Keynote Speaker

General Session



Manley Feinberg

Keynote

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

SANDLERSM
Miami