

SCHEDULE

SALES CONFERENCE - WITH PASSION, ANYTHING IS POSSIBLE!

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WED

Afternoon	Arrivals	
3:00 PM	Check-in	Hotel Lobby
5:00 - 8:00 PM	Team Activity	Ballroom A/B

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THU

5:45 - 6:45 AM	Morning PT	Hotel Lobby
7:00 - 8:30 AM	Shower + Breakfast	Che Figata
8:30 - 9:15 AM	Opening The Journey & Sales Initiatives	Ballroom A/B
9:25 - 11:45 AM	From Onboarding to Ownership <i>Sales Managers – Alex Olcott, Beth Rosenbrock, Mo Rahman, Nicole Szelest, David Newell, Allen Lindenmuth, Thomas Abraham</i>	Ballroom B
11:45 AM - 12:30 PM	Sales in a TMS Environment <i>Martin Moncada, Ashlyn McDonald, Anthony Cilia, Sammy Ibssa</i>	Ballroom B
12:30 - 1:30 PM	Lunch	Che Figata
1:30 - 2:45 PM	Professional Selling Skills <i>Tom Valentine</i>	Ballroom B
3:00 - 4:00 PM	Winning Everyday, The Ingredients to Succeed <i>1st & 2nd Year Account Executives Kaycie Young, Tyler Frohwirth, Cassidy Lufkin</i>	Ballroom B
	Selling the Supply Chain <i>3rd Years & Account Managers Jay Patel</i>	Cyprus
4:00 - 5:00 PM	Promotion from Within <i>Chicago Branch Managers</i>	Ballroom A/B
5:00 - 5:30 PM	Debrief	Ballroom B
5:30 - 6:30 PM	Changeover	
6:30 - 9:30 PM	Awards Dinner	Ballroom A/B

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FRI



6:00 - 7:00 AM	Morning PT	Hotel Lobby
7:00 - 8:30 AM	Shower + Breakfast	Che Figata
8:30 - 9:15 AM	Company Update + Q&A	Ballroom A/B
9:15 - 11:00 AM	Guest Speaker	Ballroom A/B
11:00 AM - 12:00 PM	Made in "Mainfreight" America <i>Mitch Gregor, Jay Patel</i>	Ballroom B
12:30 PM	Buses depart/Checkout	Buses