

SCHEDULE

SALES CONFERENCE - WITH PASSION, ANYTHING IS POSSIBLE!

11
WED

Afternoon

Arrivals

3:00 PM

Check-in

Hotel Lobby

5:00 - 8:00 PM

Team Activity

Ballroom A/B

12
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

9:15 - 9:45 AM

A&O Sales Focus

Justin Yonkelowitz

Ballroom A

9:45 - 11:00 AM

Helixbio

Group Role Play

Ballroom A

11:00 - 12:30 AM

Solution Selling & Value Add

Michael Forkenbrock, Justin Yonkelowitz

Ballroom A

12:30 - 1:30 PM

Lunch

Che Figata

1:30 - 2:30 PM

Prospecting LCL & Airfreight

Michael Forkenbrock, Justin Yonkelowitz

Ballroom A

2:45 - 4:00 PM

Professional Selling Skills

Tom Valentine

Ballroom A

4:00 - 5:00 PM

Promotion from Within

Chicago Branch Managers

Ballroom A/B

5:00 - 6:30 PM

Changeover

6:30 - 9:30 PM

Awards Dinner

Ballroom A/B

13
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 - 11:30 AM

Sales Cycle

Kyle McKenna

Ballroom A

11:30 - 12:00

Closing & Commitments

Justin Yonkelowitz

Ballroom A

12:30 PM

Buses depart/Checkout

Buses

