

NATIONAL SALES NETWORK

Wednesday, August 4, 2010

7:00pm – 9:00pm Opening Ceremony (Caribbean Attire)
Live Entertainment: **Rohan Reid Band**

9:00pm – 11:00pm Caribbean Soirée
Live Entertainment: "The Tropicals"

11:00pm – 2:00am Chapter Hospitality Suite

Thursday, August 5, 2010

7:00am – 2:00pm Golf/Spa Outing (On Your Own)

10:00am – 11:30am Workshop I: Redefine, Reprogram & Refocus For Optimal Results
Celeste Johnson

11:30am – 1:00pm Lunch On Your Own

12:00pm – 1:00pm About Careers At TYCO (light lunch / refreshments)

1:00pm – 2:30pm Workshop II: Refine, Reprogram & Refocus For Optimal Results
Celeste Johnson

1:00pm – 2:30pm **Workshop III: Tomorrows Sales Executives Today (T-SET)**

Target audience: attendees with less than 7-10 yrs work experience

3:00pm – 3:30pm Guest Speaker: **Will Martinez**, VP– Agency / State Farm

3:30pm – 5:00pm VP of Sales Panel

6:00pm – 9:00pm Corporate Hospitality Suites

9:00pm – 11:00pm Welcome Reception / Live Entertainment: **DaVonda Simmons** Plus Trio

11:00pm – 2:00am Chapter Hospitality Suite

Friday, August 6, 2010

8:00am – 9:00am Breakfast

9:00am – 9:45am Guest Speaker: **Michael Sneed**, Group Chairman, Vison Care, Johnson & Johnson

9:00am – 6:00pm **Largest U.S Sales Diversity Career Fair**

10:00am – 11:30am Workshop I: How To Close A Win/Win Deal All The Time / **Art Jackson**

10:00am – 11:30am Workshop II: Expand Your Brand:

4 Steps to Remaining Relevant In Changing Times / **Chris Bryant**

10:00am – 11:30am Workshop III: Marketing Your Business For Success / **Andrew Morrison**

10:00am – 11:30am ***Sales Executive Leadership Workshop I: Leadership Without Limits**

12:00pm – 2:00pm Corporate Sponsor Lunch

Guest Speaker: **Mike Gill**, VP of Sales, Medtronic, Diabetes

Guest Speaker: **Frank Jacobs**, Associate VP Diabetes. SE Area, Novo Nordisk

2:30pm – 4:00pm *** Sales Executive Leadership Workshop II: Strategic Development of Succession Plans**

2010 CONFERENCE AGENDA

4:00pm – 5:30pm	Workshop I: How to Close a Win/Win Deal Consistently / Art Jackson
4:00pm – 5:30pm	Workshop II: Expand Your Brand: 4 Steps to Remaining Relevant In Changing Times / Chris Bryant
4:00pm – 5:30pm	Workshop III: Marketing Your Business for Success / Andrew Morrison
5:30pm – 6:30pm	“Start a New Chapter in Your City” Meeting
7:00pm – 9:00pm	Founders Reception
9:00pm – 11:00pm	Concert: Live Performance by K’Jon
11:00pm – 1:00am	After Concert Social Affair w/ DJ
11:00pm – 2:00am	Chapter Hospitality Suite

“Super” Saturday, August 7, 2010

9:00am – 10:00am	Breakfast
10:00am – 10:45am	Resiliency in The Workplace Valorie Burton , <i>Author, Personal and Executive Coach</i>
10:45am – 11:30am	Re-Focus Yourself For Greater Results Simon Bailey , <i>Internationally Known Speaker, Author and Consultant</i>
11:30am – 12:15pm	Better Life Balance = Better Work Productivity Dr. Michele Callahan , <i>Relationship Expert, Coach, Developmental Psychologist</i>
12:15pm – 1:30pm	Scholarship Lunch
1:30pm – 2:15pm	Marketing Your Personal Brand Kaplan Mobray , <i>Author, Thought Leader, Career Coach and Motivational Speaker</i>
2:15pm – 3:00pm	Expect To Win Carla Harris , <i>Managing Director, Global Capital Markets at Morgan Stanley</i>
3:00pm – 3:45pm	Re-Invent Yourself Dr. Randal Pinkett , <i>Chairman and CEO of BCT Partners</i>
3:45pm – 5:30pm	Book Signing Reception
7:00pm – 8:00pm	Awards Gala Reception
8:00pm – 9:00pm	Awards Gala Dinner
9:00pm – 11:00pm	AfterGlow Social w/ DJ
11:00pm – 2:00am	Chapter Hospitality Suite

*OPEN TO S.E.L REGISTRANTS ONLY.

ALL CONFERENCE EVENTS AND TIMES ARE SUBJECT TO CHANGE WITHOUT NOTICE

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