



TIME	FUNCTION
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Wednesday, August 2, 2023	
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7:00am – 8:00am	Harvard Strategic Sales Management Registration
8:00am-3:30pm	Workshop: Harvard Strategic Sales Management Certificate (Invite ONLY)
11:00am-7:00pm	Registration and Information Desk
1:00pm-2:00pm	Master Class: Alternative Careers For Successful Sales Professionals
1:00pm-2:00pm	Master Class: Your Side Hustle: Business Formation / Financials
1:00pm-2:00pm	Master Class: How Successful Sales Managers Lead
1:00pm-2:00pm	Master Class: Interviewing Skills: Common Mistakes
2:00pm-2:40pm	Meet, Eat & Greet Networking (full/career fair only registrants)
2:40pm-3:00pm	Master Class: Negotiating Merit Increases
3:00pm-3:20pm	Break: Intentional Networking
3:20pm-3:40pm	Master Class: Negotiating Promotional Increases
3:40pm-4:00pm	Sponsor Presentations: Specific Open Jobs / Interviewing NOW
4:00pm-4:20pm	Break: Intentional Networking
4:20pm – 5:00pm	Master Class: Negotiating Job Change Compensation Packages
5:15pm – 6:15pm	VP Panel # 1
6:30pm – 7:30pm	Awards Dinner
7:30pm-10:00pm	Corporate Hospitality Suites
10:00pm-1:00am	Chapter Suites

Thursday August 3, 2023	
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7:00am-7:30am	Mind + Body Stress Relief
7:00am-8:00am	Continental Breakfast
7:00am-6:00pm	Registration and Information Desk
8:00am-9:00am	Workshop: Women ONLY - Career Strategies for the Executive Woman
8:00am-9:00am	Workshop: Sales Professionals: How To Increase Your Sales Effectiveness
8:00am-9:00am	Workshop: Next Step - Future Sales Managers – What You Need To Know
8:00am-9:00am	Workshop: Sales Managers (subject to be determined)
8:00am-9:00am	Workshop: Stress Management For Sales Professionals
8:00am-3:30pm	Workshop: Harvard Strategic Sales Management Certificate (Invite ONLY)
9:30am-11:00am	Opening Ceremony/General Session
11:00am-12:00pm	VP Panel # 2

12:00pm-1:00pm	Lunch and Learn Sessions
1:00pm-5:00pm	Career Fair & Interviews
2:30pm-3:30pm	Career Info Sessions
3:30pm-4:30pm	Workshop: Women ONLY - Career Strategies for the Executive Woman
3:30pm-4:30pm	Workshop: Unleash Your Power: Harness The Power of Intrapreneurship
3:30pm-4:30pm	Workshop: Next Step – Future Sales Managers
3:30pm-4:30pm	Workshop: Sales Managers (subject to be determined)
3:30pm-4:30pm	Workshop: Stress Management For Sales Professional
3:30pm-4:30pm	Workshop: Your Side Hustle: Using Social Media To Market Your Business
5:30pm-6:30pm	Early Career Development Reception
7:00pm-10:00pm	Corporate Hospitality Suites
10:00pm-1:00am	Chapter Suites

TIME	FUNCTION
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Friday, August 4, 2023	
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7:00am-7:30am	Mind + Body Stress Relief
7:00am-8:00am	Continental Breakfast
8:00am-5:00pm	Registration and Information Desk
9:00am-10:00am	Workshop: Pathway to Your Next Promotion / Your Value Proposition
9:00am-10:00am	Workshop: Building a Strong Foundation for Early Career Success
9:00am – 10:00am	Workshop: Closing: It's a Non-Event: Let Me Tell You Why and How?
9:00am-10:00am	Workshop: Sales Managers
9:00am-3:00pm	Career Fair & Interviews
10:00am-11:30am	Sales Executive Leadership (Invite ONLY)
12:00pm-1:30pm	Corporate Sponsor Lunch
2:00pm-2:45pm	Workshop: Personal Development
2:00pm-2:45pm	Workshop: Eyes on the Prize, Developing Your 5 Year Plan
2:00pm-2:45pm	Workshop: Closing: It's a Non-Event: Let Me Tell You Why and How?
2:00pm-2:45pm	Workshop: Sales Managers
2:00pm-2:45pm	Workshop: Pathway to Your Next Promotion / Your Value Proposition
3:00pm-5:00pm	General Session Keynote Speaker: Charlamagne Tha God
5:00pm-6:00pm	Photo Reception w/ Keynote Speaker
10:00pm-1:00am	Friday Night Soiree

Updated as of 6/7: Agenda Subject to Change Without Notice / NO REFUNDS