

INBOUND.2014

INBOUND Sales Agenda

8:30-9a	Welcome & Introduction
9-10:30a	Inbound Sales Fundamentals
10:30-10:40a	Break
10:40-11:30a	Research
11:30-11:40a	Break
11:40-12:30p	Connect
12:30-1:30p	Lunch
1:30-1:45p	Welcome back
1:45-3p	Explore & Strategize
3-3:15p	Break
3:15-4:15p	Present & Close
4:15-4:30p	Break
4:30-5:30p	Summarize & Close