

WEDNESDAY, SEPTEMBER 11

1:00- 4:00 PM	Leadership Conference for Council Chairs
6:00- 7:30 PM	Welcome Reception

THURSDAY, SEPTEMBER 12

	MARKETING	SALES	SUPPLY CHAIN	HR	ABI
8:15- 9:45 AM	Breakfast & Opening Keynote: Matt Beaudreau "Crossing the Generational Divide"				
9:45- 10:45 AM	Matt Beaudreau "Transacting Across Generations"		Jim Barnes "Inventory Mangement"	Pam Krivda "Recruiting & Onboarding: Best Practices & Toolkit"	Jason Bader "Suppliers & Distributors Win with Supply Chain Scorecard"
11:00- 12:00 AM	Ian Heller "Digital Innovations - Present & Future"		Panel Session "Overcoming Challenges in Trucking"		Jason Bader "Sales and More Efficiency" Roundtables
12:15- 1:15 PM	Lunch Keynote: Ashley Owens "How Not to Suck at Networking"				
1:30- 2:30 PM	Nir Kushnir "All Things Google"	Christa Vanzant & Steve Vesely "Creating a Culture of Training"	Barry Lawrence "Technology & Distribution Channels: Disruption in Slow Motion"		Jim Barnes "It's All About Time Compression & Convenience"
2:45- 3:45 PM	Search Kings "Google Workshop"	Brad Gaines "5 Steps to Increase your Sales Team's Productivity"	Jason Krantz "Demand Forecasting at the Local Level"	Pam Krivda "Compensation & Retention"	Jason Krantz "Demand Forecasting at the Local level"
4:30- 6:30 PM	Vendor Showcase				

FRIDAY, SEPTEMBER 13

	MARKETING	SALES	SUPPLY CHAIN	HR	ABI
8:00 - 9:30 AM	Breakfast & Roundtables Session				
9:30 - 10:30 AM	Antoine Dupont "Simple Facebook Marketing Strategies"	Steve Yastrow "Ditch the Pitch: Improve to Sell More"	Kate Vitasek "Getting to We: Negotiating Agreements for Highly Collaborative Relationships"	Pam Krivda "Navigating Legal Pitfalls When Managing Employees"	Mark Johnson "Benefits of Using Analytics" Presentation & Roundtables
10:45 - 11:45 AM	Steve Yastrow "Harmony: The Connection Between Employees, Customers and Results"	Topical Roundtables & Panel Discussion			
12:00 - 1:15 PM	Lunch & Closing Keynote: Curt Steinhorst "Can I Have Your Attention? Focus Your Team"				