

SCHEDULE

MONDAY,
APRIL 15

NOON - 4:30PM

Choose your own Welcome Activity

4:30 - 6PM

Welcome Party

6 - 7:30PM

Bill Eckstrom Keynote

TUESDAY,
APRIL 16

7 - 8AM

Wellness Hour

8 - 9AM

Breakfast

9 - 10:30AM

Michelle Gielan Keynote

10:30 - 11:30AM

Surprise!

NOON - 1PM

Lunch

1 - 3:30PM

Breakout Sessions (see Page 2)

3:30 - 5PM

"Local Flavor"

5 - 6:30PM

John Rood Keynote

7PM - 9PM

Dine Arounds!

WEDNESDAY,
APRIL 17

7 - 8AM

Wellness Hour

8 - 9AM

Breakfast

9 - 9:45AM

Awards Ceremony

9:45 - 11:15AM

Stephanie Chung Keynote

11:15 - 11:30AM

Closing

THE
BALLANTYNE
HOTEL

CHARLOTTE, NC
APRIL 15 - 17

SUMMIT[®]
SALES COACHING

BREAKOUT SESSIONS

THE
TACTICAL
COACH

THE
MODERN
COACH

THE
INTENTIONAL
COACH

1 - 1:30PM

How To Ask Good Coaching Questions
Stacia Jorgensen,
Director of Research

Building a Personal Brand to Drive Business Growth
Anna Schott,
Director of Marketing

When 9-5 and 24/7 Collide
Mike Hintz, Author, "Discover Your Best Life"

1:40 - 2:10PM

How Technology is Killing Your Sales Team
Gil Cargill, Cargill Consulting
Founder & Vistage Speaker

Leadership Lessons from Pop Culture
Sarah Wirth, Co-Author,
"The Coaching Effect"

Mindset Before Skill Set
Will Kloefkorn,
VP of Sales

2:20 - 2:50PM

Optimizing Your Sales Funnel
Mike Hintz, Author, "Discover Your Best Life"

Encore: Leadership Lessons from Pop Culture
Sarah Wirth, Co-Author,
"The Coaching Effect"

A Coaching Secret: Discomfort is Your Opportunity, Not Your Obstacle
Bill Eckstrom, Co-Author,
"The Coaching Effect"

3 - 3:30PM

Identify, Implement, Impact: How To Maximize Sales Team Growth
Gil Cargill, Cargill Consulting
Founder & Vistage Speaker

Sex & Sales
Sarah Wirth, Co-Author,
"The Coaching Effect"

Encore: A Coaching Secret
Bill Eckstrom, Co-Author,
"The Coaching Effect"

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