

**School Health Corporation**  
**National Sales Meeting Agenda**  
**January 4<sup>th</sup> – 7<sup>th</sup>**

**Tuesday, January 4<sup>th</sup> (Dress: Travel Casual)**

<b>Time</b>	<b>Event</b>	<b>Presenter/Location</b>
5:00 – 7:00 pm	Review Trade Shows and Table Display	<b>Acacia 4-6</b>
7:00	Dinner	<b>Meet in Lobby</b> (Dress is relaxed Casual)

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**Wednesday, January 5<sup>th</sup> (Dress: Business Casual)**

<b>Time</b>	<b>Event</b>	<b>Presenter/Location</b>
On your own or invite a vendor	Breakfast	Aura Restaurant or Coffee Bar
8:00	Opening	<b>Acacia 4-6</b>
8:00 - 8:30	SNAP	Doris Thayer
8:30 – 9:00	Nonin	Frank Tappen, Rachel Pontzer
9:00 – 9:30	Medline	John Pritz, Ed Reiff
9:30 – 10:00	DJO	Kevin Fry
10:00 – 10:15	<b>Break</b>	
10:15 – 10:45	Mueller	Andrea Wyttenbach
10:45 – 11:15	Physio	Jon Warnock Brent Hixson Renee Bishman Paul Robbins Marjorie Smith-Donovan Joyce Szymanski
11:15 – 11:45	Cramer	Brian Matix
12:00 – 1:00	<b>Lunch</b>	<b>Vista Terrace (outside)</b>
1:00 – 1:30	Cardiac Science	Edward Kennedy, Eddie Martin
1:30 – 2:00	Laerdal	Maureen McQuade, Jimmy McCunne, Steven Tidwell
2:00 – 2:30	Game Ready	Val Brown, Philip Hitchcock, Braden Bostock
2:30 – 3:00	TM Presents	to vendor Business plan
3:00 – 3:15	<b>Break</b>	
3:15 – 4:30	Maico	Ron Perl, Jen Repovsch
4:30 – 5:00	Sperian	
5:00	Vendor Trade Show	<b>Acacia 1- 3</b>
7:00	Dinner with Vendors	<b>Strip House (located at Hotel)</b>

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**Thursday, January 6<sup>th</sup> (Dress: Business Casual)**

<b>Time</b>	<b>Event</b>	<b>Presenter/Location</b>
On your own or invite a vendor	Breakfast	Aura Restaurant or Coffee Bar
8:00	Sales Training	<b>Acacia 4-6</b>
8:00 – 9:00	Good-Lite	Dr. Kay Nottingham, Chris Greening
9:00 – 9:30	WelchAllyn	LaMonte Lamoureux, Mike Mulligan
9:30 – 10:45	Speech	Andrea Simpson
10:45 – 11:00	<b>Break</b>	
11:00 – 12:30	Know More	Selling!
12:30 – 1:30	<b>Lunch</b>	Down at the beach
1:30 – 3:30	Know More	Selling!
3:30 – 6:00	Free Time	
6:00	Dinner	<b>Meet in Lobby</b> (Dress is relaxed Casual)

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**Friday, January 7<sup>th</sup> (Dress Travel Casual)**

<b>Time</b>	<b>Event</b>	<b>Presenter/Location</b>
On your own	Breakfast	Aura Restaurant or Coffee Bar
8:00		<b>Banyan 1-2</b>
8:00 – 8:30	Round Table	Team
8:30 – 9:30	Precise Selling	Team
9:30 – 10:00	E and I Cooperative	John Rooney
10:00 – 10:15	<b>Break</b>	
10:15 – 11:30	Closing	John Rooney