

2016 PSA & PRO Sales Conference Agenda

Tuesday, February 16	Pre Conference Training - Must Register in Advance									
7:00 - 5:00	Dual Branded - Success Selling Training									
8:30 - 5:00	QLAB Mobile Basics									
10:00 - 3:30	QLAB 2.0 In Office (QIO) Basics									
4:00 - 5:30	QLAB Best Practices 7 New Enhancements									
Wednesday, February 17	Registration/Information Desk 6am - 6pm									
Appointment Only	QLAB One-on-one Training									
6:30 - 7:30	Breakfast									
7:30 - 8:00	Wes Lucas									
8:00 - 10:15	Corporate Executive Board (CEB)									
10:15 10:30	Break									
10:30 - 12:00	Corporate Executive Board (CEB)									
12:00 - 1:00	Lunch									
1:00 - 1:30	David Powell, John Pierce									
1:30 - 2:30					Part One					
	Corporate Marketing – New & Existing Tools	Working with Operations	Sales Management	Consumer Products	Sales Leadership – Effecting Successful Sales Management in your organization	Lead Generation	International Sales Panel	SIRVA Relocation		
	Violette Sieczka	Jeff Offutt	David Powell	Ryan Kohnen/Ron Sumner	CEB	Patrick Redmond	Deb Wonson & Dan Dunleavy	Maureen McMenamin		
2:30 - 3:30				Part Two						
	SIRVA Relocation	Pricing for 2016	Time Management	Sales Leadership – Effecting Successful Sales Management in your organization	Reputation Management	Moving Extras	Working with Operations	Corporate Marketing – New & Existing Tools		
	Maureen McMenamin	Ron Sumner	David Powell	CEB	Patrick Redmond	John Kulka	Jeff Offutt	Laura McKay		
3:30- 3:45	Break									
3:45 - 4:45										
	Salesforce.com and lead development/tracking	International Sales Panel	Moving Extras	Top Consumer Sales Panel	Sales Management	“Effective Use of Social Media”	Pricing for 2016	National Accounts 101	QLAB Mobile Best Practices	
	Jay Kuczka & Heather Glenn	Deb Wonson & Dan Dunleavy	John Kulka	TBD	David Powell	Jason Wolfe, Wolfe Solutions	Ron Sumner	John Anderson	QLAB Team	
4:45 - 6:15	Exhibitors Meet and Greet with Beer, Wine & Soda Station									
	NETWORKING NIGHT EVENT - <i>You must be PRE registered for this event.</i> If you did not register for this event, you have free time this evening.									
Thursday, February 18	Registration/Information Desk 6:30am - 1:30pm									
Appointment Only	QLAB One on One Training									
7:00 - 8:30	Breakfast									
8:30 - 9:30										
	Lead Generation	Move Management/ Move co-ordination	Consumer Products	“Effective Use of Social Media”	Sales Management	Marketing for 2016	Top Consumer Sales Panel	Selling into GPO's	QLAB Mobile Best Practices	
	Patrick Redmond	Anita Haskin	Ryan Kohnen/Ron Sumner	Jason Wolfe, Wolfe Solutions	David Powell	Laura McKay	TBD	John Anderson	QLAB Team	
9:30 - 10:30										
	Selling into GPO's	Lead Generation	Consumer Marketing	International Sales Panel	Consumer Products	Time Management	Working with Operations	National Accounts 101	QLAB Mobile Recent Enhancements	
	Jay Kuczka	Patrick Redmond	Violette Sieczka	Deb Wonson & Dan Dunleavy	Ryan Kohnen/Ron Sumner	David Powell	Jeff Offutt	John Anderson	QLAB Team	
10:30 - 10:45	Break									
10:45 - 11:45										
		Working with Operations	Benefits of Using LinkedIn	Reputation Management	Time Management	Moving Extras	International Sales Panel	Salesforce.com and Lead Development/Tracking	QLAB: Efficiencies & Cost Reduction for Your Agency	
		Jeff Offutt	LinkedIn	Patrick Redmond	David Powell	John Kulka	Deb Wonson & Dan Dunleavy	John Anderson & Heather Glenn	Vasil Chapla & Ron Sumner	
11:45 - 1:00	Lunch & CMC & COIC Testing									
1:00 - 2:00										
	Corporate Selling - Peer Group Open Forum	Higher Visibility		Sales Management	Lead Generation	Pricing for 2016	Move Management/ Move co-ordination	Benefits of Using LinkedIn	QLAB 2.0 Overview	
	Jay Kuczka Moderator			David Powell	Patrick Redmond	Ron Sumner	Anita Haskin	LinkedIn	QLAB Team	
2:00 - 2:30	Matt Gontermann									
2:30 - 2:45	Break									
2:45 - 3:45										
	Time Management		Move Management/Move co-ordination	UpSell/Cross Sell – National O&I		Higher Visibility	Consumer Products	International Corporate Sales	QLAB 2.0 Overview	
	David Powell		Anita Haskin	John Anderson			Ryan Kohnen/Ron Sumner	Mike Smith	QLAB Team	
3:45 - 4:45										
	International Corporate Sales	Pricing for 2016	Valuation Penetration		Valuation Penetration		Move Management/ Move co-ordination	Selling the National O&I Account: Client Case Study	QLAB: Efficiencies & Cost Reduction for Your Agency	
	Mike Smith	Ron Sumner	Dan Ysseldyke		NAVL RVP's		Anita Haskin	John Anderson	Vasil Chapla & Ron Sumner	
6:00 - 7:00	Dual Branded Cocktail Reception									
7:00 - 9:00	North American Awards Banquet									
7:00 - 9:00	Allied Awards Banquet									