

**School Health Corporation
National Sales Meeting Agenda
January 4th – 7th**

Tuesday, January 4th (Dress: Travel Casual)

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

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Wednesday, January 5th (Dress: Business Casual)

Time	Event	Presenter/Location
On your own or invite a vendor	Breakfast	Aura Restaurant or Coffee Bar
8:00	Opening	Acacia 4-6
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	Break	
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	Lunch	Vista Terrace (outside)
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	Break	
3:15 – 4:30	Maico	Ron Perl, Jen Repovsch
4:30 – 5:00	Sperian	
5:00	Vendor Trade Show	Acacia 1- 3
7:00	Dinner with Vendors	Strip House (located at Hotel)

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Thursday, January 6th (Dress: Business Casual)

Time	Event	Presenter/Location
On your own or invite a vendor	Breakfast	Aura Restaurant or Coffee Bar
8:00	Sales Training	Acacia 4-6
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	Break	
11:00 – 12:30	Know More	Selling!
12:30 – 1:30	Lunch	Down at the beach
1:30 – 3:30	Know More	Selling!
3:30 – 6:00	Free Time	
6:00	Dinner	Meet in Lobby (Dress is relaxed Casual)

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Friday, January 7th (Dress Travel Casual)

Time	Event	Presenter/Location
On your own	Breakfast	Aura Restaurant or Coffee Bar
8:00		Banyan 1-2
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	Break	
10:15 – 11:30	Closing	John Rooney