






# 2014 SALES MEETING—REVISED AGENDA

## Wednesday, September 17

time & location	event	speaker(s)
1:00 p.m. <a href="#">Broadmoor Hall B</a>	Sales Meeting 2014 Welcome	John Lumelleau
2:00 p.m.	Changing to Meet Client Challenges	Glenn Spencer, Mark Moreland & Ed Fensholt
2:30 p.m.	Dealing With Challenges, Growing for the Long Haul	Mark Carlin
Break—3:00 p.m.		
3:15 p.m.	Lockton Global: Accepting the Growth Challenge	John Lumelleau & Lockton Global Partners
Assigned Breakouts—4:15 to 5:45 p.m. (See the back of your name tag)		
4:15 p.m.	<b>Breakout Session 1: Setting and Achieving Our Goals</b> Please see the back of your name badge for assigned location	
5:05 p.m.	<b>Breakout Session 2: Challenge. Change. Grow.</b> Please see the back of your name badge for assigned location	
6:30 to 11:00 p.m. <a href="#">West Lawn</a>	  Reception & Dinner	

## Thursday, September 18

time & location	event	speaker(s)
6:30 a.m. <a href="#">Broadmoor Hall A</a>	New Producer Meeting First-Time Attendees Only	Tim Noonan
6:30 to 8:00 a.m. <a href="#">Broadmoor Hall Foyer</a>	 Breakfast Buffet	
8:00 a.m. <a href="#">Broadmoor Hall B</a>	Industry Keynote Address	Peter Hancock, AIG
Assigned Breakouts—9:00 a.m. to Noon (See the back of your name tag)		
Noon to 3:00 p.m. <a href="#">Russell Club Room</a>	Carlin 10M Club Meeting	
12:45 p.m.	Golf Tournament	
1:30 p.m.	Tennis Tournament	
1:30 p.m.	Activities—Segway Tour & Hiking	
1:30 p.m. <a href="#">Schreyvogel Room</a>	Glass Fusion Activity	
7:00 to 10:00 p.m. <a href="#">Broadmoor Hall Foyer</a>	  Reception & Dinner	

## Friday, September 19

time & location	event	speaker(s)
8:00 a.m. <a href="#">Broadmoor Hall B</a>	A Dangerous World: Navigating New Risks	Neil Nimmo, Ian Harrison & Peter Hornsby
8:45 a.m. <a href="#">Broadmoor Hall B</a>	Lockton Global Energy: A Growth Engine	Tim Kelly & Blake Roseveare
9:00 a.m. <a href="#">Broadmoor Hall B</a>	Challenge. Change. Grow. What Do We Do Next?	Peter Clune
Break—9:30 to 9:45 a.m. Spouses/Guests are invited to join General Session		
9:45 a.m. <a href="#">Broadmoor Hall B</a>	Address: Challenge of the New Digital Age	Jared Cohen
Break—10:45 to 11:00 a.m.		
11:00 a.m. <a href="#">Broadmoor Hall B</a>	Chairman's Closing	David Lockton