



SAIL AWAY WITH US

Light the Fire Sales Track



8:30 –9:00 am

Continental Breakfast

Sweetgrass Pavilion

8:30-9:00 am

Welcome & Hype Session

9:00 – 10:30 am

Social Selling & Relationship Building

Palms Ballroom

Evelyn Kelly Searle, Marketing Director, ThinkAd Group

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Summary – Content is Always King. In this session learn how relative content directly affects your sales strategy and quotas.

10:30-10:45 am

Break & Hype Session

10:45 –12:15 pm

Social Selling, How To Do It and Do It Better

Palms Ballroom

Amy Leanne Willis, Digital Marketing Consultant

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Summary – Understand what social selling is and how to perfect the art of connecting within a Social environment.

12:15–1:15 pm

Lunch

1:15-1:30 pm

Hype Session

1:30 – 2:45 pm

LinkedIn Leverage

Palms Ballroom

Ariel Lee, Business Development Edward Jones

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Summary – Master the power of LinkedIn and how to leverage the power of LinkedIn to make deals.

2:45– 3 pm

Break & Hype Session

3:00-4:30 pm

Understanding Your Competition

Palms Ballroom

Susan Vrbas Vice President of Operations, Lumentant Summary – In this session learn how to appropriately sell against your competition by selling yourself.

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9:00-11:00 pm

80's Party! DJ, Dancing & contests! Come dressed for the 80's!

Doors open at 8:30

6 hrs available– SC 6 hours available– NAB

Sponsored by:

