

2016 PSA & PRO Sales Conference Agenda

Tuesday, February 16	Pre Conference Training - Must Register in Advance								
9:00 - 5:00	NAVL - Success Selling Training								
9:00 - 5:00	ALLIED - 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 - 10:00	Speaker								
10:15 10:30	Break								
10:30 - 12:00	Speaker								
12:00 - 1:00	Lunch								
1:00 - 1:30	David Powell, John Pierce								
1:30 - 2:30									
	Selling into GPO's	Working with Operations	Sales Management	Express - What, where, when	International Sales Person	Lead Generation	Marketing for 2016	SIRVA Relocation - Redefining the RFP process	QLAB Mobile Best Practices
2:30 - 3:30									
	SIRVA Relocation - Redefining the RFP process	Pricing for 2016	The Consumer Market	Time Management	Reputation Management	Express - What, where, when	Working with Operations	Selling into GPO's	QLAB Mobile Best Practices
3:30- 3:45	Break								
3:45 - 4:45									
	Salesforce.com and lead development / tracking	International Sales Person	Truckload	Reputation Management	Sales Management	The Consumer Market	Pricing for 2016	Corporate Prospecting	QLAB Mobile Best Practices
4:30 - 6:30	Exhibitors Meet and Greet with Beer, Wine & Soda Station								
6:00 - 8:30 & 6:30 - 9:00	NETWORKING NIGHT EVENT								
Thursday, February 18	Registration/Information Desk 6:30am - 1:00pm								
Appointment Only	QLAB One on One Training								
7:00 - 8:30	Breakfast								
8:30 - 9:30									
	Corporate Prospecting	TBD	Truckload	The Consumer Market	Sales Management	Marketing for 2016	Top Consumer Panel	Salesforce.com and lead development / tracking	QLAB Mobile Best Practices
9:30 - 10:30									Dual Branded
	UpSell/Cross Sell – National O&I	Lead Generation	Marketing for 2016	International Person Sales	Express - What, where, when	Time Management	Working with Operations	Marketing – new & existing tools	QLAB Mobile Recent Enhancements
10:30 - 10:45	Break								
10:45 - 11:45									Dual Branded
	Marketing – new & existing tools	Working with Operations	Top Consumer Panel	TBD	Time Management	Truckload	International Sales Person	UpSell/Cross Sell – National O&I	QLAB 2.0 Overview
11:45 - 1:00	Lunch (CMC & COIC Testing)								
1:00 - 2:00									Dual Branded
	Selling Against the 3B/LS Models	Express - What, where, when	Marketing for 2016	Sales Management	Lead Generation	Pricing for 2016	TBD	International Sales – Selling a global solution	QLAB Mobile Recent Enhancements
2:00 - 3:00									
	TBD	TBD	TBD	TBD	TBD	TBD	TBD	TBD	TBD
3:00 - 3:15	Break								
3:15 - 4:00									Dual Branded
	International Sales – Selling a global solution	Lead Generation	Time Management	Pricing for 2016	The Consumer Market	TBD	Truckload	Selling Against the 3B/LS Models	QLAB 2.0 Overview
6:00 - 7:00	Dual Branded Cocktail Reception								
7:00 - 9:00	North American Awards Banquet								
7:00 - 9:00	Allied Awards Banquet								