

SAVANNAH, GA

OCTOBER 14-16, 2020

THE MANSION

AGENDA

MEETING # 133



SPONSORS ON BACK

WEDNESDAY OCT 14

11:00AM-3:00PM // CDA IT Planning Group - Lunch Provided
4:30PM // Private Trolley Tour through Savannah *Downtown Savannah*
6:00PM-8:00PM // Cocktail Welcome Reception *The Historic District*

THURSDAY OCT 15

10:00AM-12:00PM // Board Meeting
12:00PM-12:45PM // Board Lunch

1:00 PM-1:15PM

Introduction & Opening Remarks

1:15 PM-2:30 PM



DALE DUPREE: *The Sales Rebellion, Founder & CEO, LinkedIn Real Faces of Sales 2019*
Re-engaging The Net New Engine Virtual selling in a no-coughing zone, why mindset matters, and how pattern interruption marketing will change the future of your business.

2:30 PM-3:30 PM



JOSH PETERSON: *Bering McKinley, CEO*
Time Entry = Profits For 20 years IT Solution Providers have been fighting billable staff on good time entry. No headway has been made. The standard for the industry is loosely defined and owners cower when challenged to improve. Some owners have even gone to such lengths as to convince themselves it isn't that big of a deal. Attempts to make a change and improve their standards are done with the wrong tools. The attempt to hold the billable staff accountable is the wrong approach. Threatening technician's pay is the wrong play. Thinking that the technician is the problem is completely incorrect. Come spend 60 minutes with Bering McKinley and learn the RIGHT levers to pull and how to solve this decades long problem in 15 minutes (bring your stopwatch). Time Entry is everything. We'll prove it.

3:30 PM-4:00 PM



BREAK AND CONUNDRUM WINE

4:00 PM-5:00 PM



CONUNDRUM HOUR **DEBORAH CORN:** *Print Media Centr, Intergalactic Ambassador to the Printerverse*
The Channel Conundrum: Finding New Paths to Profits in a Pandemic Prospecting for new business in 2020 is not for the meek, but bold moves now could lead to big sales in 2021. Deborah Corn shares a new lane for production print and equipment sales that could pave the way for bottom-line success.

6:30 PM-7:30 PM

Cocktail Party

7:30 PM-9:00 PM

Dinner // Dinner Drinks

FRIDAY OCT 16

7:30 AM-8:00 AM // Breakfast & Bloody Mary's

8:00 AM-8:15 AM

Opening Remarks

8:15 AM-9:45 AM



ALEX CHAUSOVSKY: *ITR Economics, Senior Business Advisor*
Guidance in an Uncertain Economy Never has it been more critical for decision makers to have a clear, impartial, and data-driven perspective of how factors such as COVID-19 and the re-opened economy will impact companies moving forward. This session from ITR Economics will help you determine the best course of action for the most important part of the economy – you and your business. We will:

1. Look at a system of leading indicators proven to signal cyclical turns in the economy and markets.
2. Present the outlook for the market segments most important to your industry.
3. Provide you with the "stakes in the ground" for the economic recovery.

10:00 AM-11:30 AM



DOUG PITASSI: *Pacific Office Automation, President and CEO*
The POA Sales Process From hiring to training, motivating, managing and compensating. Challenges with software as a service, cloud, and software sell through models.

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TUESDAY OCT 15

DINNER sponsored by:



WEDNESDAY OCT 14

LUNCH sponsored by:



INTERMEDIA

COCKTAIL PARTY sponsored by:



THURSDAY OCT 15

BOARD LUNCH sponsored by:



DINNER sponsored by: **TBD**

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FRIDAY OCT 16

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