

# NSN 2009 Conference Agenda

8/19	7:00pm – 11:00pm	OPENING RECEPTION (SPONSORED BY BOSTON SCIENTIFIC)	W
AUG 20	<b>SALES EXECUTIVE LEADERSHIP (S.E.L.) SYMPOSIUM</b>		THURSDAY
	8:30am – 10:00am	S.E.L. Seminar # 1: Leadership: A Multicultural Perspective <b>(S.E.L. REGISTRANTS ONLY)</b>	
	10:30am – 12:00pm	S.E.L. Seminar # 2: Alternative Routes To The Executive Office <b>(S.E.L. REGISTRANTS ONLY)</b>	
	10:30am – 12:00pm	Perfect The Art Of Closing The Sale...When The Excuse To <b>NOT</b> Buy Is "The Economy" <b>[Dr. Fran Harris]</b>	
	12:00pm – 1:30pm	Lunch on Your Own	
	3:00pm – 3:15pm	<b>CONFERENCE OPENING CEREMONY (You do not want to miss this!!!)</b>	
	3:15pm – 3:30pm	Guest Speaker: John Knighten, Area VP, Southwest, Boston Scientific	
	3:30pm – 5:00pm	Conference Signature Event: VP of Sales Panel	
	6:00pm – 9:00pm	Corporate Hospitality Suites	
	9:00pm – 11:00pm	Welcome Reception <b>(SPONSORED BY ABBOTT)</b>	
11:00pm – Until	Chapter Hospitality		
AUG 21	7:00am – 7:45am	Exercise Class: Aerobices <b>(PRESENTED BY M.A.J.E.S.T.I.C.)</b>	FRIDAY
	8:00am – 8:45am	Breakfast	
	8:45am – 9:15am	Guest Speaker # 1: <b>ARTHUR JOHNSON, VP Regional Sales, Medtronic</b> Guest Speaker # 2: <b>ANDY AJELLO, VP National Diabetes Sales, Novo Nordisk</b>	
	9:00am – 6:00pm	<b>U.S. SALES DIVERSITY CAREER FAIR</b>	
	9:30am – 10:45am	Workshop # 1: Authentic Communication Wins Customers <b>[Norma Hollis]</b>	
	9:30am – 10:45am	Workshop # 2: Using LinkedIn to Build Customer Relationships <b>[Otis Collier]</b>	
	9:30am – 10:45am	Workshop # 3: How To "Fire Proof" Your Job <b>[VP of HR Panel]</b>	
	11:00am – 12:15pm	Workshop # 4: How to Start & Run a Successful Business <b>(SPONSORED BY STATE FARM)</b>	
	12:30pm – 2:00pm	<b>CONFERENCE LUNCHEON</b>   Sponsor of the Year Award Presentation Guest Speaker # 1: <b>REGGIE GALLANT, VP, Agency, State Farm</b> Guest Speaker # 2: <b>MIKE KINNEY, VP of Sales, Northeast Region, Ceridian</b>	
	2:15pm – 3:30pm	Workshop # 5: Building a Strong Financial Foundation <b>(SPONSORED BY EDWARD JONES)</b>	
	3:45pm – 5:00pm	Workshop # 1: Authentic Communication Wins Customers <b>[Norma Hollis]</b>	
	3:45pm – 5:00pm	Workshop # 2: Using LinkedIn to Build Customer Relationships <b>[Otis Collier]</b>	
	3:45pm – 5:00pm	Workshop # 3: How To "Fire Proof" Your Job <b>[VP of HR Panel]</b>	
	7:00pm – 9:00pm	Chairman's Reception	
	9:00pm – 11:00pm	Concert	
11:00pm – 1:00am	Concert After Party		
11:00pm – Until	Chapter Hospitality		
AUG 22	8:00am – 8:45am	Exercise Class: Line Dancing <b>(PRESENTED BY M.A.J.E.S.T.I.C.)</b>	SATURDAY
	9:00am – 10:00am	Breakfast	
	10:00am – 10:45am	Featured Speaker: <b>Marshawn Evans</b> , Attorney, Author, Speaker, Media Personality	
	10:45am – 11:30am	Featured Speaker: <b>Ephren Taylor</b> , Wealth Engineer, CEO City Capital Corporation	
	11:30am – 12:15pm	Featured Speaker: <b>Omar Tyree</b> , New York Times Best-Selling Author	
	12:30pm – 2:00pm	<b>CONFERENCE LUNCHEON</b>   Student Scholarship Awards Presentation	
	2:00pm – 3:00pm	<b>Keynote Presentation: Pro Football's All Time Leading Rusher, EMMITT SMITH</b>	
	3:00pm – 5:00pm	Meet & Greet Book Signing Reception	
	7:00pm – 8:00pm	Awards Reception	
	8:00pm – 11:00pm	NSN Awards Gala / Live Entertainment	
	11:00pm – 1:00am	Afterglow Party	
11:00pm – Until	Chapter Hospitality		