

## Monday - 1/29

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Arrivals for Emerging Leaders, Demand Generation participants and BOD/NMG

### **1 - 4 PM PST**

Sales Mastery - Demand Generation interactive workshop led by industry SME and sales leadership expert, Dr. Jeffrey Magee (DAY ONE)

### **7 - 9 PM PST**

Reception for BOD/NMG, Emerging Leaders and Demand Generation participants

## Tuesday - 1/30

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### **8 - 12 PM PST**

NEMRA's Emerging Leaders Program led by 5-time tech entrepreneur, Josh Linkner (*breakfast will be available 8 - 9 AM PST*)

### **12 - 6 PM PST**

Registration and Silent Auction (benefiting GSF R.I.S.E. Program) opens

### **1 - 5 PM PST**

Sales Mastery - Demand Generation interactive workshop led by industry SME and sales leadership expert, Dr. Jeffrey Magee (DAY TWO).

*Day two will begin with ABB's Scott Dunnington, Vice President of T&B- C&I Sales, and Michael Mooneyham, Regional Leader- South Central for ELIP, who will share insights and discuss processes and marketing strategies that nurture demand generation.*

### **6 - 9 PM PST**

NEMRA Welcome Reception and Awards Ceremony

## Wednesday - 1/31

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### **7 - 8 AM PST**

5 - Member Panel Discussion - "Distributor Insights - Aligned for Greater Success" (*light breakfast available*)

## **8:30 - 6:15 PM PST**

One - on - one meetings

*(Ten 45-minute one - on - one meetings available)*

Distributors will be available for personal meetings throughout the day in The Theater

Evening open

## **Thursday - 2/1**

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### **7 - 6 PM PST**

One - on - one meetings

*(Eleven 45 minute one - on - one meetings available)*

Distributors will be available for personal meetings throughout the day in The Theater

### **9:30 PM PST**

Silent Auction (benefiting GSF R.I.S.E. Program) closes

Evening open

## **Friday - 2/2**

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### **7 - 5 PM PST**

One - on - one meetings

*(Ten 45 minute one - on - one meetings available)*

### **8 - 10 AM PST**

Pick Up Silent Auction items

Departures - See you in Orlando for NEMRA25