

PERFORMANCE **DRIVEN SELLING 1.0**



WITH DR. JEFFREY MAGEE

MONDAY, APRIL 15TH, 2024

3-5 PM PST Arrivals and Check-In

5-6 PM PST Opening Keynote

- Christy Tilton-VP of US Professional Trade Sales at Signify.
 - Topic TBD

6-8 PM PST Networking Reception

8 PM PST Dinner on own

• NEMRA will provide options

TUESDAY, APRIL 16TH, 2024

7-8 AM PST Breakfast 8AM-12 PM PST Session I

12-1 PM PST Roundtable/Networking Lunch

• Engage in collaborative discussions about training and development challenges within the industry while expanding their network.

1-5 PM PST Session II

6-7 PM PST Closing Keynote

- Danna Stone-VP of Marketing at Graybar
 - o From recruiting to on-boarding, to training and retaining talent, Danna has successfully built teams that consistently contribute to growth and profitability.

7-9 PM PST Closing Dinner

WEDNESDAY. APRIL 17TH. 2024

7-8 AM PST Breakfast 8AM-12 PM PST Session III 12-1 PM PST Roundtable/Lunch

• Feedback and Next Steps

1PM PST Departures

