



National Conference 2017 Agenda

Wednesday, April 19

Room

1:00 pm – 5:00pm	Registration Open	
5:30 pm - 8:00 pm	<i>Welcome Reception for All Attendees</i> Sponsored by Pitney Bowes	Benton's Rooftop



National Conference 2017 Agenda

Thursday, April 20		Room
7:00 - 8:00 am	Breakfast	
7:00am - 8:00am	Registration	
8:00am - 8:30am	Board of Directors Welcome and Announcements	
8:30am - 9:30am	Sales Hiring - Troy Harrison	
9:30am - 10:00am	Networking Break	
10:00am - 11:00am	Sales Training - Troy Harrison	
11:00am - Noon	Roundtable Discussion on the "State of AIMED" - led by Bob Goldberg	
Noon - 3:00 pm	Vendor Product Showcase & Lunch - over 25 vendors will have tabletop displays with products and services that dealers can use to improve the profitability and value of their businesses. Lunch sponsored by FP Mailing Solutions	
3:15pm – 4:30pm	Using CRM effectively presented by a panel of AIMED Dealers, moderated by Jim Kahrs of Prosperity Plus	
5:00- ???	Enjoy Kansas City on your own	



National Conference 2017 Agenda

Friday, April 21

Room

7:00am - 9:00am	Breakfast - Sponsored by	
8:30 – 9:30am	<i>Breakout Session - Goldberg with Dealer Group 1</i>	
8:30 – 9:30am	<i>Breakout Session - Workshop A</i>	
8:30 – 9:30am	<i>Breakout Session - Workshop B</i>	
9:30 - 10:00am	Networking Break	
10:00 - 11:00am	<i>Breakout Session - Goldberg with Dealer Group 2</i>	
10:00 - 11:00am	<i>Breakout Session - Workshop C</i>	
10:00 - 11:00am	<i>Breakout Session - Workshop B</i>	
11:00 - 11:30am	Networking Break	
11:30 - 1:00pm	<i>Lunch & Learn - Goldberg with Dealer Group 3</i>	
11:30 - 1:00pm	<i>Lunch & Learn - Workshop C</i>	
11:30 - 1:00pm	<i>Lunch & Learn - Workshop A</i>	
1:00 - 2:00pm	Using Data to Improve Service Management presented by ECI Solutions	
2:00 - 2:30pm	Networking Break	
2:30 - 3:45pm	Dealer/Manufacturer Roundtables (3 separate meetings)	
3:45 - 4:00pm	Networking Break	
4:00 - 5:00pm	Dealer Only Meetings (Goldberg rotates)	
5:30pm - 8:30pm	Dinner & Networking - at the College Basketball Experience Sponsored by Neopost	