



SALES 2017 AGENDA

Tuesday, March 14

12:00pm	<i>Arrival</i>
12:00-12:45pm	<i>Lead source & status</i>
12:45-1:45pm	<i>Prospecting</i>
1:45-2:00pm	<i>Lab</i>
2:00-3:30pm	<i>Email marketing</i>
3:30-3:45pm	<i>Lab</i>
3:45-4:45pm	<i>Call lists</i>
4:45-5:00pm	<i>Campaigns</i>
5:00-5:30pm	<i>Lab</i>

Wednesday, March 15

9am	<i>Arrival</i>
9:00-9:30am	<i>Recap</i>
9:30-10:30am	<i>Sales goals & reporting</i>
10:30am-12:00pm	<i>Converting lists into forecasts</i>
12:00-12:45pm	<i>Lunch</i>
12:45-2:00pm	<i>Proposals</i>
2:00-2:15pm	<i>Converting proposals into orders</i>
2:15-2:45pm	<i>Lab</i>
2:45-5:15pm	<i>Order creation</i>
5:15-5:30pm	<i>Lab</i>
7:00pm	<i>Dinner with the MagHub team</i>

Thursday, March 16

9am	<i>Arrival</i>
9:00-9:30am	<i>Recap</i>
9:30-10am	<i>Editing orders</i>
10-11:30am	<i>Reporting</i>
11:30am-12:00pm	<i>Lab</i>