

2019 National Sales and Service Meeting Agenda

January 16 - 18, 2019

DAY 1: Wednesday, January 16			
Time	Location		
10:00 a.m. - 2:00 p.m.	Charleston Place	10:00 - 2:00 p.m.	WEST TEAM <i>Location: GADSDEN</i>
		11:00 - 1:00 p.m.	EAST Team <i>Location: JENKINS</i>
		12:30 - 2:00 p.m.	CENTRAL TEAM <i>Location: KING CHARLES</i>
12:00 - 2:00 p.m.	Charleston Place	Arrivals into Charleston/Check-In	
2:30 - 4:00 p.m.	WILLOW	Meeting Welcome/Kick-Off <i>Andy Molnar</i> 2:30 - 3:15 p.m.	
		Company State of the Union <i>Beat Spalinger</i> 3:15 - 3:35 p.m.	
		Global Sales Review <i>Olivier Reintl</i> 3:40 - 4:00 p.m.	
4:00 - 4:15 p.m.	GRAND HALL	Break	
4:15 - 6:00 p.m.	WILLOW	U.S. Marketing Update <i>Susan Harley</i> 4:15 - 4:30 p.m.	
		Belimed Protect Update <i>Susan Harley</i> 4:30 - 4:45 p.m.	
		Belimed Prevent Update <i>Ross Brewer</i> 4:45 - 5:00 p.m.	
		Planning & Design Update <i>Steve Sutton</i> 5:00 - 5:15 p.m.	
		Strategic Solutions Group <i>Sean O'Brien</i> 5:15 - 5:30 p.m.	
		Connectivity Update <i>Beat Spalinger/Olivier Reintl</i> 5:30 - 5:45 p.m.	
		WD 290 IQ <i>John Nies/Olivier Reintl</i> 5:45 - 6:00 p.m.	
6:00 p.m.	WILLOW	Day One Close - Dinner and Day 2 Details <i>Andy Molnar</i>	
6:00 - 7:00 p.m.	FREE TIME	FREE TIME	
7:00 - 9:30 p.m.	Palmetto Café	Dinner	

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DAY 2: Thursday, January 17				
Time	Location			
7:00 - 8:00 a.m.	CHARLESTON GRILL	Breakfast		
8:15 - 10:00 a.m.	WILLOW	Sands Leadership: Speaker <i>Ben Sands</i> 8:15 - 9:15 a.m.		
		Speaker Workshop 9:15 - 10:00 a.m.		
10:00 - 10:15 a.m.	Grand Hall	Break		
10:15 - 11:15 a.m.	See Breakout Notes	Breakout Session #1		
		TEAM 3 WD 290 IQ ----- Location: Willow	TEAM 4 Belimed Protect: In-Service & Skills Building ----- Location: Jenkins	TEAM 5 Converting the Competitor ----- Location: King Charles
11:15 - 12:15 p.m.	See Breakout Notes	Breakout Session #2		
		TEAM 2 WD 290 IQ ----- Location: Willow	TEAM 5 Belimed Protect: In-Service & Skills Building ----- Location: Jenkins	TEAM 3 Converting the Competitor ----- Location: King Charles
12:15 - 1:30 PM	Magnolia	Lunch		
1:30 - 2:30 p.m.	See Breakout Notes	Breakout Session #3		
		TEAM 1 WD 290 IQ ----- Location: Willow	TEAM 2 Belimed Protect: In-Service & Skills Building ----- Location: Jenkins	TEAM 4 Converting the Competitor ----- Location: King Charles

2:30 - 3:30 p.m.	See Breakout Notes	<div>Breakout Session #4</div> <div>TEAM 4 WD 290 IQ ----- Location: Willow</div> <div>TEAM 3 Belimed Protect: In- Service & Skills Building ----- Location: Jenkins</div> <div>TEAM 1 Converting the Competitor ----- Location: King Charles</div> <div>TEAM 5 STERILIZERS & CASE CARTS ----- Location: Gadsden</div> <div>TEAM 2 Belimed Prevent ----- Location: Fenwick</div>
3:30 - 4:30 p.m.	See Breakout Notes	<div>Breakout Session #5</div> <div>TEAM 5 WD 290 IQ ----- Location: Willow</div> <div>TEAM 1 Belimed Protect: In- Service & Skills Building ----- Location: Jenkins</div> <div>TEAM 2 Converting the Competitor ----- Location: King Charles</div> <div>TEAM 4 Sterilizers & Case Carts ----- Location: Gadsden</div> <div>TEAM 3 Belimed Prevent ----- Location: Fenwick</div>
4:30 - 4:45 p.m.	Grand Hall	BREAK
4:45 - 6:00 p.m.	Willow	Competitive Analysis <i>Medical - Service - Consumables</i>
6:00 - 7:00 p.m.	Free Time	FREE TIME
7:00 - 9:00 p.m.	Riviera Theatre	Reception/Dinner
9:00 - 11:00 PM		Awards Ceremony

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DAY 3: Friday, January 18						
Time	Location					
8:00 - 9:00 a.m.	Charleston Grill	Breakfast				
9:00 - 9:30 a.m.	Willow	Alliant Update <i>Eric Albery/Eric Yore</i>				
9:30 - 10 a.m.		Turnkey/Alternative Renovation Solutions <i>Steve Sutton</i>				
10:00 - 10:30 a.m.		Installation Update <i>Joe Calhoun</i>				
10:30 - 11:00 a.m.		Meeting Close <i>Andy Molnar</i>				
11:00 - 1:00 p.m.	Charleston Pace	EAST Meeting Gadsden		CENTRAL MEETING Fenwick		WEST MEETING Beauregard