

# Gateway to Success Schedule

## Thursday, June 14

**3 to 3:15 p.m.**

Welcoming Comments

**3:15 to 3:20 p.m.**

Sponsor Presentation: Static Control

**3:20 to 4:15 p.m.**

Keynote Address: "Selling in the New Millennium" -  
Steve Nudelberg

**4:15 to 5 p.m.**

Exhibits Open

**5 to 5:05 p.m.**

Sponsor Presentation: Sharp Electronics

**5:05 to 6 p.m.**

Featured Educational Session: "How Technology is  
Reshaping the World: Opportunities & Challenges" -  
Dr. Tassu Shervani, Southern Methodist University

**6 to 7:30 p.m.**

Welcoming Reception (Exhibits Open)

## Friday, June 15

**7 to 8 a.m.**

Breakfast (Exhibits Open)

**8 to 8:10 a.m.**

Opening Comments

**8:10 to 9:15 a.m.**

Educational Session: "Dealing With Industry  
Transformation & Massive Market Disruption" - Keith  
Kmetz & Robert Palmer, IDC

**9:15 to 9:45 a.m.**

Exhibits Open

**9:45 to 10:30 a.m.**

Educational Session: "Four Key Ways to Build Profit  
& Business Value" - Jim Kahrs, Prosperity Plus  
Management Consulting Inc.

**10:30 to 11:15 a.m.**

Exhibits Open

**11:15 a.m. to Noon**

Educational Session: "Incorporating Timeless  
Fundamentals With New Techniques for Sales  
Success" - Troy Harrison, Troy Harrison & Associates,  
and Jesyca Hope, Hope Communications Consulting

**Noon to 12:05 p.m.**

Sponsor Presentation: Xerox

**12:05 to 1 p.m.**

Lunch

**1 to 1:45 p.m.**

Educational Session: "How Overcapacity is  
Changing the Office Technology Industry" - Charles  
Brewer, Actionable Intelligence

**1:45 to 2:30 p.m.**

Exhibits Open

**2:30 to 3:15 p.m.**

Educational Session: "The Power of Google AdWords"  
- Roger Jung & Mariana Murphy, Evolved Office

**3:15 to 3:45 p.m.**

Exhibits Open

**3:45 to 4:30 p.m.**

Educational Session: "MPS 2.0: The Who, What, When,  
Where, Why & How of Monthly Billing" - Mark Hart,  
ACDI

**4:30 to 4:45 p.m.**

Closing Comments & Exhibitor Prize Drawings

**5:15 p.m.**

Depart for Globe Life Park

**6 to 10 p.m.**

Colorado Rockies versus Texas Rangers baseball game