

Grand Slam Schedule

Thursday, Sept. 12

2:30 to 3 p.m.
Exhibits Open

3 to 3:10 p.m.
Welcoming Comments

3:10 to 3:15 p.m.
Sponsor Presentation: Panasonic

3:15 to 4:15 p.m.
Keynote Address: "Joining the Conversation" - Chris Messina

4:15 to 5:15 p.m.
Exhibits Open

5:15 to 6:15 p.m.
Dealer Panel: "How Dealers Are Growing Net-New Business" - Moderated by Darrell Amy, Convergo

6:15 to 6:25 p.m.
BTA Awards Ceremony

6:25 to 6:30 p.m.
Sponsor Presentation: Xerox

6:30 to 7:45 p.m.
Welcoming Reception (Exhibits Open)

Friday, Sept. 13

7:15 to 8 a.m.
Breakfast

8 to 8:05 a.m.
Opening Comments

8:05 to 8:10 a.m.
Sponsor Presentation: Tigerpaw

8:10 to 8:55 a.m.
Educational Session: "The Crucial Role of Sales & Marketing Alignment to Your Dealership's Future" - Lindsay Bohon & Josie Heskje, GreatAmerica Financial Services

8:55 to 9 a.m.
Sponsor Presentation: Polek & Polek

9 to 10 a.m.
Exhibits Open

10 to 10:40 a.m.
Educational Session: "Vendors Find the Urge to Merge Irresistible" - Charlie Brewer, Actionable Intelligence

10:40 to 10:45 a.m.
Sponsor Presentation: Brother

10:45 to 11:25 a.m.
Educational Session: "Coaching for Results" - Brad Roderick, TonerCycle/InkCycle

11:25 to 11:30 a.m.
Sponsor Presentation: Lexmark

11:30 a.m. to 12:30 p.m.
Lunch

12:30 to 1:15 p.m.
Educational Session: "Highlights From the BPO Research Dealer Survey" - John McIntyre, BPO Media

1:15 to 2:15 p.m.
Exhibits Open

2:15 to 3 p.m.
Educational Session: "Cybersecurity-as-a-Service" - Brian Suerth, Technology Assurance Group

3 to 3:15 p.m.
Closing Comments & Exhibitor Prize Drawings

4:15 p.m.
Buses leave for One World Trade Center

5 to 9 p.m.
Evening at ONE Mix/Dine at One World Trade Center