

CHANNEL PARTNER EXPO 2016 - Breakout Sessions

Monday, March 21

Track Color Legend		All Attendees		General Session		Sales Skills		Vertical Markets		Federal		Marketing Enablement		Sales		Owner/ Leadership			
Time																	Time		
7:00 AM to 8:15 AM	Breakfast																7:00 AM to 8:15 AM		
8:30 AM - 9:55 AM	Breakfast	General Session															8:30 AM - 9:55 AM		
10:30 AM - 11:20 AM	MOTOTRBO Vertical Market Experience & Applications Experience		Owner/ Leadership Track Lunch						MOTOTRBO Systems *	Killer Campaigns for Effective Demand Generation	US Federal Government Track						10:30 AM - 11:20 AM		
11:30 AM - 12:20 PM	MOTOTRBO Vertical Market Experience & Applications Experience						Plan Prospecting Time In Your Week	Hospitality: When Staff Connect, Service Becomes Exceptional	All Things Wave									11:30 AM - 12:20 PM	
12:30 PM - 1:20 PM	Solutions Showcase & Lunch					ASTRO Infrastructure Solutions						Developing the Right Message		Manufacturing: Structuring Digital Migrations in Manufacturing Environments				12:30 PM - 1:20 PM	
1:30 PM - 2:20 PM							Leveraging Social Media to Make Sales	Accessories & Energy				Education: Instant Communications & Information For Safer Schools		MOTOTRBO “You Call It”				1:30 PM - 2:20 PM	
2:30 PM - 3:20 PM	MOTOTRBO Vertical Market Experience & Applications Experience				Utilities: Critical Voice And Data Commuinciations For Critical Infrastructure	ASTRO Subscribers				MOTOTRBO Subscribers*									2:30 PM - 3:20 PM
3:30 PM - 4:20 PM	MOTOTRBO Vertical Market Experience & Applications Experience					MOTOTRBO Competetive Win Strategies*	Healthcare: Reliable Communications Are Necessary For Patient And Personnel Safety	MOTOTRBO Applications Refresh				Managing Leads							3:30 PM - 4:20 PM
4:30 PM - 5:20 PM	MOTOTRBO Vertical Market Experience & Applications Experience							Questioning For An Early Close	Services Portfolio Overview	Programs and Tools To Help You Grow Your Business					Transportation & Logistics: A Focus On Smarter Operations				4:30 PM - 5:20 PM
5:30 PM - 7:30 PM	Solutions Showcase (Networking Reception)																5:30 PM - 7:30 PM		

CHANNEL PARTNER EXPO 2016 - Breakout Sessions

Tuesday, March 22

TRACK COLOR LEGEND	ALL ATTENDEES	GENERAL SESSION	SALES SKILLS	VERTICAL MARKETS	FEDERAL	MARKETING ENABLEMENT	SALES
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TIME									TIME
7:00 AM to 8:15 AM	Breakfast								7:00 AM to 8:15 AM
8:30 AM to 10:15 AM		General Session							8:30 AM to 10:15 AM
10:30 AM to 11:20 AM	MOTOTRBO Vertical Market Experience & Applications Experience			Healthcare: Reliable Communications Are Necessary For Patient And Personnel Safety		Programs and Tools To Help You Grow Your Business	All Things Wave		10:30 AM to 11:20 AM
11:30 AM to 12:20 PM	Lunch & Solutions Showcase		Transportation & Logistics: A Focus On Smarter Operations	Questioning For An Early Close	Accessories & Energy		Developing the Right Message		11:30 AM to 12:20 PM
12:30 AM to 1:20 PM			MOTOTRBO "You Call It"	Utilities: Critical Voice And Data Communications For Critical Infrastructure		MOTOTRBO Subscribers*	Killer Campaigns for Effective Demand Generation	MOTOTRBO Applications Refresh	12:30 AM to 1:20 PM
1:30 PM to 2:20 PM	MOTOTRBO Vertical Market Experience & Applications Experience			Manufacturing: Structuring Digital Migrations in Manufacturing Environments		ASTRO Subscribers		Services Portfolio Overview	1:30 PM to 2:20 PM
2:30 PM to 3:20 PM	MOTOTRBO Vertical Market Experience & Applications Experience		MOTOTRBO Competitive Win Strategies*		Leveraging Social Media to Make Sales		MOTOTRBO Systems *	Managing Leads	2:30 PM to 3:20 PM
3:30 PM to 4:20 PM				Hospitality: When Staff Connect, Service Becomes Exceptional	Plan Prospecting Time In Your Week	ASTRO Infrastructure Solutions		Education: Instant Communications & Information For Safer Schools	3:30 PM to 4:20 PM
7:00 PM to 10:00 PM		Partner Appreciation							7:00 PM to 10:00 PM

* Needed for Re-Certification