

Telco Sales Channels 2019 Seminar Agenda

Hilton Garden Inn Downtown, Nashville, TN

Thank You to our Event Sponsors



Tuesday, April 30

12:00 pm – 5 pm **CETS 2019 Annual Meeting & Lunch** (*separate event*)

5:30 – 7:00 pm **Telco Sales Channels Seminar Welcome and Networking Reception**
at the hotel

Wednesday, May 1

8:00 a.m.	Full Breakfast & Networking	
9:00	Welcome, Market & Competitive Overview	Ellis Hill, ResearchFirst
9:45	Go to Market Partnerships	Vivianne Williams, Frontier
10:30	Break	
10:45	Motivation & Gamification	Axonify
11:30	Lunch	
12:30	Team Challenge: Recruiting Sales Talent	Brandon McDonald, TDS
2:30	Partner Programs	Eric Clausen, Windstream
3:15	Break	
3:30	How One Behavior Leads to One Result	Bennett Pearl, Trajectory
4:15	Networking Activity	

Thursday, May 2

8:00 a.m.	Full Breakfast & Networking	
9:00	Churn reduction	Rich Skowronski, PerfTech
9:45	Break	
10:00	Selling to New Construction	Paul Mann, Bell
10:45	Mystery Shopper; BB Online Ordering	Justin Roland, ResearchFirst
11:15	Indirect Sales	Gary Harr, CenturyLink
12:00	Lunch	
1:00	IOT	Steve Mannel, Salesforce
2:00	Price Increases/Channel Readiness Roundtable	Erin Leach, Cincinnati Bell
2:45	Break	
3:00	Engaging Techs in the Sales Process	Cheryl Markel, Frontier
3:45	Compensation Structure & Challenges	Justin Nucci, Tbaytel
4:30	Adjourn	
5:30-7:00	Happy Hour & Networking	
7:00	Dinner on Your Own	