



Getting back to **MOVING FORWARD**

2021 FALL CONFERENCE | CROWNE PLAZA INDIANAPOLIS DOWNTOWN UNION STATION | SEPT 21-SEPT 24

TUESDAY, SEPTEMBER 21, 2021

TIME/EVENT	TOPIC
7:30am – 11:30am	Advisory Council Meeting
10:00am – 5:00pm	Member & Vendor Partner Conference Registration
12:00pm – 5:00pm	Vendor Partner Tabletop Setup
1:00pm – 2:00pm	How to Set Up Your DesignAlign GBB Templates for Maximum Profitability <i>Speaker: Jodi Tramontin, CMKBD</i>
2:00pm – 3:00pm	Catching Up with the Latest DesignAlign Feature to Make You More Productive <i>Speaker: Jodi Tramontin, CMKBD</i>
3:15pm – 4:15pm	Introducing the Change Champion Circle <i>Speakers: Industry Expert Panel</i>
4:30pm – 5:15pm	Orientation – New Member & Vendor Partner Personnel
5:30pm – 8:00pm	Welcome Reception

WEDNESDAY, SEPTEMBER 22, 2021



Be honest: Was the pandemic a plus or minus for your mental and physical health? Did you use the time to adopt more positive behaviors, and be proactive, or did you go the other way and behave in a more negative, reactive manner?

Jim Karas will provide simple, achievable solutions now that we are “back in action” and have to pivot once again.

TIME/EVENT	TOPIC
7:00am – 12:00pm	Member & Vendor Partner Conference Registration
8:00am – 9:50am	Opening Session & Keynote Speaker Getting Back to Moving Forward <i>Opening Session: Dan Luck, Senior VP-Emeritus</i>
	How to Mentally and Physically Pivot Post Pandemic <i>Keynote Speaker: Jim Karas, Lifestyle Expert</i>
10:00am – 1:00pm	Vendor Partner Tabletop Setup
10:00am – 12:00 noon	Product Seminars
12:15pm – 1:00pm	Lunch



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WEDNESDAY, SEPTEMBER 22, 2021

TIME/EVENT	TOPIC
1:00pm - 2:00pm Workshop #1	Looking Back, The Most Compelling Lessons Learned For Moving Forward (Business Panel)
1:00pm - 2:00pm Workshop #2	Why GBB Consultative Selling Is A Winning Sales Process (Sales)
2:15pm - 3:00pm Workshop #3	Selling Solutions That Start With Energy <i>Keynote Speaker: Jim Karas, Lifestyle Expert</i> (Entire Group)
3:10pm - 5:00pm	Vendor Partner Speed Dating – Part 1
5:00pm - 6:00pm	Extra Innings <i>Jim Karas book signing</i>

THURSDAY, SEPTEMBER 23, 2021

TIME/EVENT	TOPIC
8:00am – 10:00am	Product Seminars
10:00am – 12:00pm	Vendor Partner Speed Dating – Part 2
12:10pm - 12:50pm	Lunch
1:00pm - 2:00pm Workshop #4	Hiring, Training, & Retaining Personnel in a Post-Pandemic World (Business Panel)
1:00pm - 2:00pm Workshop #5	Conducting a Far Superior Consumer Showroom Experience (Sales)
2:10pm – 6:00pm	Dealer Roundtables
2:10pm – 6:00pm	Sales Design Forum
2:10pm – 3:10pm	Vendor Partner Roundtable



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FRIDAY, SEPTEMBER 24, 2021

TIME/EVENT	TOPIC
8:00am - 9:00am Workshop #6	Looking Ahead: What's the Next Big Thing on the Horizon? (Entire Group)
9:10am - 11:30am	Vendor Partner Speed Dating – Part 3
11:35am	Member Drawing
11:45am	Vendor Partner Tabletop Tear-down
11:45am	Conclusion of 2021 Fall Conference

Please note that this is a preliminary agenda and is subject to change. Final agenda will be published on 8-25-21




CROWNE PLAZA