BARLETTA UNIVERSITY

MONDAY, NOVEMBER 10 – TUESDAY, NOVEMBER 11

CENTURY CENTER – SOUTH BEND, INDIANA

AGENDA

MONDAY, NOVEMBER 10	
7:00 - 8:25 AM	Check-In and Breakfast in Convention Hall
8:30 – 9:10AM	Welcome to Barletta U with Jeff Haradine & Matt Thompson in Bendix Theatre
9:15 - 9:45 AM	Small Breakout Training Session #1
9:50 - 10:20 AM	Small Breakout Training Session #2
10:30 - 11:00 AM	Emerging Competition Review & Portal Training Bendix Theatre
11:00 - 12:30 PM	Lunch in Convention Hall
12:30 - 1:30 PM	7 Questions That Transform Sales Conversations with Chris in Bendix Theatre
1:40 - 2:10 PM	Small Breakout Training Session #3
2:15 - 2:45 PM	Small Breakout Training Session #4
2:50 - 3:20 PM	Small Breakout Training Session #5
3:30 - 4:30 PM	The 4 Pillars of Extraordinary Sales Conversations with Chris in Bendix Theatre
4:30 - 5:00 PM	Recap & Session Close with Jeff Haradine & Matt Thompson in Bendix Theatre
6:00 PM	Dinner at The Brick - Transportation Provided to leave Century Center at 6:00 PM

TUESDAY, NOVEMBER 11	
8:00 AM	Buses Leave Courtyard Hotel for Barletta Facility
9:00 - 10:00 AM	Vendor Review & Partsmart Overview
10:00 AM - 11:00 AM	Barletta Plant Tour (Return to Century Center by 12:00 PM)