

TEAM SUMMIT AGENDA - OCTOBER 25-26, 2017 - WESTIN TRILLIUM, BLUE MOUNTAINS, ON

Wednesday October 25, 2017				Thursday October 26, 2017			
Time	Main Room INSPIRATION TRACK	Breakout 1 COACHING TRACK	Breakout 2 TRAINING TRACK	Time	Main (150) INSPIRATION TRACK	Breakout 1 (50) COACHING TRACK	Breakout 2 (50) TRAINING TRACK
9:00a	WELCOME: Joe Pillitteri (:15)			8:30a			
9:15a				8:45a			
9:30a	THE BIRTH OF A TEAM: Dan Plowman (1:00)			9:00a	KEYNOTE: UNMARKETING Scott Stratten (1:30)		
9:45a				9:15a			
10:00a				9:30a			
10:15a	BREAK (:15)			9:45a			
10:30a				10:00a			
10:45a	IS A TEAM RIGHT FOR YOU: Dan Plowman (1:00)	IS COACHING FOR EVERYONE? (1:00)	CREATE RECIPROCITY BY USING THE RIGHT LANGUAGE (1:00)	10:15a	BREAK & BOOK SIGNING (:30)		
11:00a						10:30a	
11:15a				10:45a	UNLOCKING YOUR POTENTIAL: Casey Combden (1:00)	HOW WE DO IT: ATTRACTION, COMPENSATION & RETENTION (1:00)	SEO TIPS TO MAXIMIZE YOUR ONLINE PRESENCE (1:00)
11:30a	BREAK (:15)	BREAK (:15)	BREAK (:15)	11:00a			
11:45a	WHY I LOVE THE TEAM CONCEPT: Team Panel (:30)	HOW WE DO IT: FOLLOW UP (1:00)	UNDERSTANDING THE SALES PROCESS (:30)	11:15a			
12:00p						11:30a	BREAK (:15)
12:15p	HOW TEAMS EVOLVE: Client Stories (:30)			COMMUNICATING VALUE WITH A BUYER PRESENTATION (:30)	11:45a	THE POWER OF DISC & FIRST IMPRESSIONS (:45)	HOW WE DO IT: ADVERTISING (:45)
12:30p				12:00p			
12:45p	MORNING RECAP: Joe Pillitteri (:15)			12:15p			
1:00p				12:30p	MORNING RECAP: Joe Pillitteri (:15)		
1:15p		LUNCH (1:00)		12:45p			
1:30p				1:00p		LUNCH (:45)	
1:45p				1:15p			
2:00p	KEYNOTE: E+R=O Casey Combden			1:30p			
2:15p				1:45p	BACK TO THE FUTURE - WHERE WILL YOU BE A YEAR FROM NOW: Dan Plowman (1:00)	TEAM LEADER ROUNDTABLE (1:00)	
2:30p				2:00p			
2:45p				2:15p			
3:00p	BREAK (:15)	BREAK (:15)	BREAK (:15)	2:30p	BREAK (:15)	BREAK (:15)	
3:15p	PURPOSE-BASED BUSINESS PLANNING: (1:00)	HOW WE DO IT: HIRING UNLICENSED ASSISTANCE (:30)	COST EFFECTIVE PAY-PER-CLICK ADS: (1:00)	2:45p	STANDING OUT IN A SELLER'S MARKET & LISTING PRESENTATION (:45)	HOW WE DO IT: ISA DEPARTMENT (FROM LEAD TO APPT) (:45)	
3:30p		HOW WE DO IT: RECRUITING THE RIGHT PEOPLE (:30)		3:00p			
3:45p					3:15p		
4:00p				3:30p	BREAK (:15)	BREAK (:15)	
4:15p	BREAK (:15)	BREAK (:15)	BREAK (:15)	3:45p			
4:30p				4:00p	STREAMLINE YOUR BUSINESS WITH REAL ESTATE FLOW (CRM) (:45)		
4:45p	COACHES CORNER: Q&A with Coaches (:45)	HOW WE DO IT: CREATING AN ISA DEPARTMENT (:45)	CREATING & PROMOTING ADS ON FACEBOOK (:45)	4:15p			
5:00p				4:30p	WRAP UP & REVIEW: Joe (:15)		
5:15p	BREAK (:15)	BREAK (:15)	BREAK (:15)	4:45p			
5:30p	WRAP UP & PREVIEW: Joe (:15)			5:00p			
5:45p				5:30p			
6:00p	COCKTAIL PARTY - HORS D'OEUVRES - NETWORKING			6:00p	VIP CLIENT DINNER (RSVP REQUIRED)		