



# Agenda

## Saturday - 2/1

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Arrivals for Sales Mastery, Grow Sales with Reps participants and BOD/NMG

### 2 - 5 PM EST

Sales Mastery: Sales Management interactive workshop led by industry SME and sales leadership expert, Dr. Jeffrey Magee

- Participants will leave with a sustained strategic and tactical action plan for managing and leading a successful sales force, and a greater understanding of how to find, engage, grow, and retain business.

### 6 - 8 PM EST

Reception for BOD/NMG and Sales Mastery participants

## Sunday - 2/2

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### 7 - 8 AM EST

Faith and Fellowship

- Join your peers for a brief Bible study and time in fellowship.

### 9 - 5 PM EST

MRERF/IPA: Grow Sales with Reps

- If you're managing an outsourced sales team and want to manage your reps more effectively, enroll in this program to learn the strategies and tools needed to get the most from your rep partners.

### 3 PM EST

NEMRA25 registration opens

### 6 - 9 PM EST

NEMRA Welcome Reception with live music from The Limelight Band

- Sponsored by ABB



## Monday - 2/3

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### 5:45 AM EST

5K Fun Run for R.I.S.E. - Gary Sinise Foundation

### 8 - 9 AM EST

Contractor Panel Discussion

*(Panelists to be announced at a later date)*

### 9:15 - 6 PM EST

One-on-one meetings

*(Distributor C-Suite available for one-on-one meetings)*

*(Contractor Panelists available for one-on-one meetings)*

## Tuesday - 2/4

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### 7 - 8 AM EST

NEMMY Awards and President's Message

### 8:15 - 6 PM EST

One-on-one meetings

*(Distributor C-Suite available for one-on-one meetings)*

*(Contractor Panelists available for one-on-one meetings)*

## Wednesday - 2/5

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### 7 - 8 AM EST

Advancing Women in Business Leadership Fireside Chat

### 8:15 - 6 PM EST

One-on-one meetings

*(Distributor C-Suite available for one-on-one meetings)*

*(Contractor Panelists available for one-on-one meetings)*

Departures - See you back in Orlando for NEMRA26

