



2016 National Conference Schedule



August 31 - Wednesday

12:00p	Registration and Exhibitor Booths Open
1:00p - 2:20p	Vendor Education & Training - Timerack Avalara
2:20p - 2:35p	Break
2:35p - 4:00p	Vendor Education & Training - SwipeClock Aflac The Hartford
4:00p - 5:00p	Idea Sharing & Networking
5:00p - 5:05p	Conference Survey - Day 1
5:30p - 6:30p	Opening Reception - Hosted Cocktail Hour
6:30p	Dinner

September 1 - Thursday

7:00a - 8:00a	Breakfast
8:00a - 8:25a	Vendor Meet & Greet
8:30a - 9:30a	Opening Speaker - Sean Manning, Founder - Payroll Vault
9:30a - 10:15a	"The Power of the Payroll Vault Brand" - Suzanne Tulien with Brand Ascension Group
10:15a - 10:35a	Break
10:35a - 12:00p	"The Power of the Payroll Vault Brand" - Suzanne Tulien with Brand Ascension Group - Continued
12:00p - 1:00p	Lunch
1:00p - 1:20p	Vendor Meet & Greet
1:20p - 2:20p	Legislative Update - FLSA Overtime Changes, ACA, and NLRB Joint-employer ruling - Fisher Phillips Labor & Employment Law Firm
2:20p - 2:30p	Room Change to Breakout Sessions
2:30p - 3:30p	Breakout Session - Thomson Tips & Tricks
2:30p - 3:30p	Breakout Session - Sales: Roundtable
3:45p - 4:15p	SEO, Social Media, and websites
4:15p - 5:00p	Client Experience - brand promise through the eyes of the client
5:00p - 5:05p	Conference Survey - Day 2
5:30p - 6:30p	Hosted Cocktail Hour
6:30p - 9:00p	Awards Dinner



2016 National Conference Schedule



September 2 - Friday

7:00a - 8:00a	Breakfast
8:00a - 8:25a	Vendor Meet & Greet
8:30a - 10:30a	Breakout Session - Operations 101 - Training & Topics
8:30a - 10:30a	Breakout Session - Operations: Advanced Training & Topics
8:30a - 9:30a	Breakout Session - Sales: What's working in sales? Franchisee led panel discussion
9:30a - 10:30a	Breakout Session - Sales: Compound Your Sales Success with the CRM
10:30a - 10:45a	Break
10:45a - 11:45a	General Closing & Review: Vision, planning, goal setting, and preparing for your future success.
11:45a - 12:45p	Lunch
1:00p - 4:00p	Owner Session: Focus on Goals from May
4:00p - 4:05p	Conference Survey - Day 3
9:00a - 2:00p	Exhibitor booth breakdown