

PRINCIPAL MEETING

AGENDA

Sunday, September 21

- 4:00 PM General Session in Widdicomb Ballroom
- 6:00 PM Welcome Reception and Dinner in Widdicomb Ballroom

Monday, September 22

- 8:20 AM Meet in Hotel Lobby for Transportation to Skytron
- 9:00 AM Sales Successes in Skytron Warehouse
- 10:00 AM Break
- 10:10 AM Service Strategy in Hercules Classroom
- 11:20 AM Break
- 11:30 AM Sales Operations Strategy in Nova Conference Room
- 12:40 PM Lunch in Skytron Warehouse
- 1:30 PM Activity (See Activity Schedule)
Dinner with Activity Group (See Activity Schedule)

Tuesday, September 23

- 8:20 AM Meet in Hotel Lobby for Transportation to Skytron
- 9:00 AM Clinical & CBI Product Strategy in OR Showroom
- 10:10 AM Break
- 10:20 AM SPD Product Strategy in Skytron Warehouse
- 11:30 AM Break
- 11:40 AM Closing Remarks in Skytron Warehouse
- 12:00 PM Lunch in Skytron Warehouse
- 12:00 PM Airport Shuttle Available Until 3:00 PM

Additional Information

Hotel: Embassy Suites Grand Rapids Downtown
710 Monroe Ave NW
Grand Rapids, MI 49503
Phone: 616.512.5700

Monday

	Group A	Group B	Group C	Group D
10:10 AM	Service Strategy Classroom	Sales Operations Strategy Nova	Clinical & CBI Product Strategy OR Showroom	SPD Product Strategy Warehouse
11:30 AM	Sales Operations Strategy Nova	Clinical & CBI Product Strategy OR Showroom	SPD Product Strategy Warehouse	Service Strategy Classroom

Tuesday

	Group A	Group B	Group C	Group D
9:00 AM	Clinical & CBI Product Strategy OR Showroom	SPD Product Strategy Warehouse	Service Strategy Classroom	Sales Operations Strategy Nova
10:20 AM	SPD Product Strategy Warehouse	Service Strategy Classroom	Sales Operations Strategy Nova	Clinical & CBI Product Strategy OR Showroom