



SAC ANNUAL MEETING AGENDA

Tuesday Oct 20, 2020

(All times in PDT)

- 6:00 – 6:50 **Client Panels – Europe**
Patrick Daly, facilitator. Michael Mansfield, Alok Khator, Frank Kilbride, Tom Minnock, Michael Grogan
- 7:00 – 7:50 **Financial Resilience: Making the Most of Your Resources**
Alisa Barcan interviewed by Constance Dierickx
- 8:00 – 9:20 **Keynote Presentation: Thriving Through Ambiguity**
Alan Weiss
- 9:30-10:00 **Wine Down/Wake Up Networking**
- 10:00 -10:50 **Selling in the Face of Uncertainty: The Secret for Winning Business in a Volatile Market**
Lisa McLeod
- 11:00 – 11:50 **So You're New Around Here: What You Need to Know to Be Successful in Consulting Today**
Linda Popky, facilitator. Hamish Mackenzie, Kim Wilkerson, Phil Symchych
- 11:00 – 11:50 **Birds of a Feather Sessions: Brainstorm and Share Insights With Your Colleagues: Leveraging the Power of Online Courses**
Jeff Cobb
- 11:00 – 11:50 **Birds of a Feather Sessions: Brainstorm and Share Insights With Your Colleagues: Book Writing**
Dan Janal



THRIVING
WITH CLIENT WINS

BREAKING
THROUGH
BARRIERS

BEYOND
AMBIGUITY:
WHAT'S NEXT?

12:00 – 12:50 Client Panel North America

Art Koch, facilitator. Joel Stanwood, Danny Davis, Koben Miceli, Knute Hankins

1:00 – 1:50 Growing Your Advisory Practice: Q&A with Experts

Gene Moran, facilitator. Amanda Setili, Steven Hunt, Steve Bleistein

2:00 – 2:50 Making House Calls: How Healthcare is Evolving and What That Means for Consultants

Kathryn Bowsher, facilitator. Cecilia Aviles, Christian Milaster

3:00 – 3:50 Seeing What's Next: Innovation Strategies for Shaping Your Post-Pandemic Future

Robert Tucker

4:00 – 4:50 Now's the Time to Be Social: Why Social and Community Are Even More Important

AJ Cartas

5:00 – 5:50 Breaking Through Roadblocks

Karen Holst

6:00 – 6:50 Courage in Consulting: What a Successful CEO Would Like You to Know

Martin Moore

7:00 – 7:50 Wine Down/ Wake Up Networking



THRIVING
WITH CLIENT WINS

BREAKING
THROUGH
BARRIERS

BEYOND
AMBIGUITY:
WHAT'S NEXT?

Wednesday, Oct 21, 2020

(All times are in PDT)

- 6:00 – 6:50 **Resilience: What You Need to Know to Recover and Rebound Faster**
Richard Citrin
- 7:00 – 7:50 **Thought Leadership in the New World: Reinvention, not Resumption**
Peter Winick
- 8:00 – 8:50 **Open and Close: Generating Leads and Closing More Business**
Colleen Francis
- 9:00 – 9:15 **Advancing Consulting Awards**
Linda Popky, Lisa Anderson
- 9:15– 10:15 **How We've Thrived: Award Winners Talk**
Pamela Harper
- 10:15 – 10:30 **Break/ Networking**
- 10:30 – 11:00 **SAC SIGs: Building Thought Leadership Through Association**
Lisa Anderson, facilitator. Patrick Daly, Martyn Drake
- 11:00 – 11:50 **Building What's Next: How to Use Innovation to Reimagine and Reinvent Business in 2021 and Beyond**
John Kao
- 12:00 – 12:50 **Birds of a Feather Sessions: Brainstorm and Share Insights with Your Colleagues: Coaching**
Kevin Berchelmann
- 12:00 – 12:50 **Birds of a Feather Sessions: Brainstorm and Share Insights With Your Colleagues: Getting Speaking Engagements**
Steve Markman



THRIVING
WITH CLIENT WINS

BREAKING
THROUGH
BARRIERS

BEYOND
AMBIGUITY:
WHAT'S NEXT?

- 12:00 – 12:50 **Birds of a Feather Sessions: Brainstorm and Share Insights with Your Colleagues: Public Relations**
Russell Trahan
- 1:00 – 1:50 **The Next Normal--What Every Consultant Should Know About Postpandemic Consumer Trends**
Lee Caraher
- 2:00 – 2:50 **Ask Alan: Q&A with the Rockstar of Consulting**
Alan Weiss
- 3:00 – 3:50 **The Pandemic Pivot: Find Your New Normal**
Lori Michele Leavitt
- 4:00 – 4:50 **Building Viz-IP-ility: Systematically multiPlying your IP to rapidly build visibility**
Christian Milaster
- 4:00 – 4:50 **Virtually Perfect: Creating Virtual Events that Rock**
Robin Farmanfarmaian
- 4:00 – 4:50 **Social Justice, Racial Equality And Business Success: What Do You Tell Your Clients?**
Simma Lieberman
- 5:00 – 5:50 **Growth Through Association: How to Maximize the Value of SAC**
Lisa Anderson, Linda Popky
- 6:00 – 6:50 **Client panel Pacific Rim**
Andrew Hollo, facilitator. Peter Nolan, Paul Hardisty, Jayne Nelson, Craig Wilson
- 7:00 **End**