



SAC ANNUAL MEETING AGENDA

Tuesday, Oct 11, 2022

(All times in PDT)

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|------------------|---|
| 7:30 - 8:30 AM | Keynote Presentation
<i>Alan Weiss</i> |
| 8:30 - 9:00 AM | Facilitated Networking |
| 9:00 - 10:00 AM | Pod Save Us All! How to use Podcasting to Differentiate Your Business
<i>Pam Harper and Scott Harper</i> |
| 10:00 - 10:30 AM | Facilitated Networking |
| 10:30 - 11:30 AM | Client Panel: In Short Supply: How Today's Supply Chain Issues Create Opportunities for Your Clients
<i>Lisa Anderson (Facilitator)</i> |
| 11:30 - 12:30 PM | Lunch |
| 12:30 - 1:30 PM | Award Presentation of the 4th Annual Corrie Shanahan Memorial Advancing Consulting Awards
<i>Vanessa Khan</i> |
| 1:30 - 1:45 PM | Facilitated Networking |
| | BIRDS OF A FEATHER SESSIONS - Choose one: |
| 1:45 - 2:45 PM | Birds of a Feather Session: Speaking
<i>Steve Markman</i> |
| 1:45 - 2:45 PM | Birds of a Feather Session: Publicity
<i>Kathleen McEntee</i> |
| 1:45 - 2:45 PM | Birds of a Feather Session: SME Clients
<i>Evan Bulmer</i> |



Wednesday, Oct 12, 2022

(All times in PDT)

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| 11:30 - 12:30 PM | Keynote Presentation: Definitely Not Their Parents: How to Work Effectively with Millennial and Gen-Z Buyers
<i>Chip Espinoza</i> |
| 12:30 - 1:00 PM | Facilitated Networking |
| 1:00 - 2:00 PM | Q&A with the Rockstar of Consulting
<i>Alan Weiss</i> |
| 2:00 - 2:30 PM | Facilitated Networking |
| 2:30 - 3:30 PM | Closing Corporate Sales in Today's Changing Environment
<i>Tracy Kay</i> |
| 3:30 - 4:30 PM | Break / Facilitated Networking |
| 4:30 - 5:30 PM | Wing It to Win It: Increasing LinkedIn Effectiveness Through Applied Improvisation
<i>JD Gershbein</i> |
| 5:30 - 6:00 PM | Facilitated Networking |
| 6:00 - 7:00 PM | How to Build Trust Cross-Cultures and Distances in an Environment of Uncertainty
<i>Darren Menabney</i> |



Thursday, Oct 13, 2022

(All times in PDT)

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| 8:30 - 9:30 AM | What On Earth Will Happen Next? A Look at Global Trends
<i>Barbara Krajnc</i> |
| 9:30 - 10:00 AM | Facilitated Networking |
| 10:00 - 11:00 AM | How to Build an Audience BEFORE Selling Anything
<i>Robbie Samuels</i> |
| 11:00 - 11:30 AM | Facilitated Networking |
| 11:30 - 12:30 PM | Keynote Presentation: Disrupt Yourself: How To Reinvent Yourself Before Others Do it For You
<i>Whitney Johnson</i> |
| 12:30 - 1:30 PM | Lunch |
| 1:30 - 2:30 PM | Client Panel: We're Not Our Parents: Millennial Buyers Share How You Can Best Support Them As Clients
<i>Lisa Bing (Facilitator)</i> |
| 2:30 - 3:00 PM | Facilitated Networking |
| 3:00 - 3:30 PM | SAC 3.0: What's Next?
<i>Linda Popky and Lisa Anderson</i> |