



**The Customer's  
Sales Experience**  
Hilton Americas | Houston, TX  
**August 7 – 9, 2024**

**National Sales Network 27th Annual Conference**

**Updated 3/28/24**

**TIME FUNCTION**

**Wednesday, August 7, 2024**

7:00am – 8:00am	Harvard Strategic Sales Management Registration
8:00am – 3:30pm	Workshop: Harvard University Strategic Sales Management Certificate* (Invite ONLY)
11:00am – 7:00pm	Registration and Information Desk
11:30am – 12:45pm	ECD Under 30 Workshop: How to Maximize Your Conference Experience
1:00pm – 1:45pm	Workshop: A 3-Step System to Create Sales Presentations
1:00pm – 1:45pm	Workshop: Future Sales Managers # 1
1:00pm – 1:45pm	Workshop: Current Sales Managers # 1
1:00pm – 1:45pm	ECD Under 30 Workshop: The Fastest Path to Building Wealth: Credit Management
1:00pm – 1:45pm	Workshop: Own Your Career: Take Control of Your Job Search
2:00pm – 2:15pm	General Session: Disrupt Yourself Or Be Disrupted
2:15pm – 3:00pm	Keynote Speaker # 1
3:00pm – 3:15pm	Sponsor Presentations
3:15pm – 4:15pm	NSN "Signature" Networking Activity
4:15pm – 5:00pm	VP Panel # 1
5:00pm – 6:00pm	Sponsor Happy Hour
6:00pm – 7:00pm	Awards Program
7:30pm – 10:30pm	Corporate Hospitality Suites
10:30pm – 1:00am	Chapter Suites

**Thursday August 8, 2024**

7:00am – 7:30am	Morning Meditation
7:00am – 8:00am	Continental Breakfast
7:00am – 6:00pm	Registration and Information Desk
8:00am – 3:30pm	Workshop: Harvard University Strategic Sales Management Certificate* (Invite ONLY)
8:00am – 8:45am	Workshop: Womens ONLY Session # 1
8:00am – 8:45am	Workshop: Closing The Deal: Leveraging A Sales Funnel That Converts
8:00am – 8:45am	Workshop: Future Sales Managers # 2
8:00am – 8:45am	Workshop: Current Sales Managers # 2
8:00am – 8:45am	ECD Under 30 Workshop: THE Key To Your Next Promotion: Presentation Skills
8:00am – 8:45am	Workshop: Master the Side Hustle: What You NEED to Know
9:15am – 9:30am	Opening Ceremony
9:30am – 9:50am	Featured Speaker # 3
9:50am – 11:00am	VP Panel # 2
11:00am – 12:00pm	Keynote Speaker # 2: Bozoma Saint John
12:00pm – 1:00pm	Lunch & Learn Sessions
1:00pm – 5:00pm	Career Fair & Interviews
1:30pm – 2:15pm	Womens ONLY Workshop: The Psychology of Performance: You Do Not Have to Be a Super Woman
1:30pm – 2:15pm	Workshop: Closing The Deal: Leveraging A Sales Funnel That Converts
1:30pm – 2:15pm	Workshop: Future Sales Managers # 3
1:30pm – 2:15pm	Workshop: Sales Managers # 3
1:30pm – 2:15pm	ECD Under 30 Workshop: NextGen Success: Gaining The Corporate Edge
1:30pm – 2:15pm	Workshop: Master the Side Hustle: What You NEED to Know
2:45pm – 3:00pm	Career Info Sessions
3:30pm – 5:00pm	Sales Executive Leadership (Invite ONLY)
5:30pm – 6:30pm	Sponsor Happy Hour # 1
5:30pm – 6:30pm	Sponsor Happy Hour # 2

**NOTE: This schedule is subject to change at any time.**

7:30pm – 10:30pm Corporate Hospitality Suites  
 10:30pm – 1:00am Chapter Suites

**TIME FUNCTION**

**Friday, August 9, 2024**

7:30am – 8:00am	Morning Meditation
8:00am – 9:00am	Continental Breakfast
8:00am – 9:00am	Sponsor Breakfast
9:00am – 3:00pm	Career Fair & Interviews
9:00am – 5:00pm	Registration and Information Desk
9:00am – 9:45am	Workshop: Personal Development # 1
9:00am – 9:45am	Workshop: Women ONLY: Strategic Career Moves (How to Clap Back)
9:00am – 9:45am	Workshop: Sales Professionals # 4
9:00am – 9:45am	Workshop: Disrupt Yourself or Be Disrupted
9:00am – 9:45am	ECD Under 30 Workshop: Leadership Skills
12:00pm – 1:00pm	Corporate Sponsor Lunch
2:00pm – 2:45pm	Workshop: Womens ONLY: Strategic Career Moves (How to Clap Back)
2:00pm – 2:45pm	Workshop: Personal Development # 2
2:00pm – 2:45pm	Workshop: Sales Professionals # 5
2:00pm – 2:45pm	Workshop: Disrupt Yourself or Be Disrupted
2:00pm – 2:45pm	ECD Under 30 Workshop: Conference Edification / Maximize Learnings
3:00pm – 3:30pm	Featured Speaker # 4
3:30pm – 4:00pm	Featured Speaker # 5
4:00pm – 5:00pm	Keynote Speaker # 3: Tabitha Brown
5:00pm – 6:00pm	Keynote Speaker Photos/Reception
10:00pm – 1:00am	Friday Night Soiree

**Agenda Subject to Change Without Notice / NO REFUNDS, EXCHANGE, or TRANSFERS**

**NOTES:**

Some of the above agenda subjects are “place holders” for the actual session subjects to follow.

The Harvard Strategic Sales Management Certificate requires an application/acceptance.

ECD = Early Career Development Demographic (under 30 group)

**Updated 3/28/24**