



**BEYOND EXCELLENCE
NATIONAL SALES NETWORK
CONFERENCE & CAREER FAIR
2026 AUGUST 12-14
WASHINGTON, DC | MARRIOTT MARQUIS**

Updated: 6/18/26

Wednesday, August 12, 2026

8:00am – 7:00pm	Registration and Information Desk
10:00am – 10:45am	Master Class # 1: How to Convert Your Bonus Payouts To \$1 Million Dollars
10:00am – 10:45am	Master Class # 2: Designing a Career That Serves Your Life
11:00am – 11:45am	Master Class # 3: Selling in Flow: Performing Under Pressure When It Matters Most
11:00am – 12:00pm	Master Class #4: AI Strategic Fluency for the Modern Workforce
11:00am – 3:00pm	Young Professionals Lounge (Sponsored By: Stryker)
11:30am – 12:30pm	Young Professionals Mid-Day Mingle (Sponsored By: Stryker)
11:30am – 1:00pm	Lunch On Your Own
1:00pm – 1:30pm	General Session: Opening Ceremony
1:30pm – 1:45pm	General Session: Special Presentation
1:45pm – 2:00pm	General Session: Speaker #1
2:00pm – 2:15pm	VP Panel Sponsor Keynote Speaker # 1
2:15pm – 3:15pm	VP Panel # 1
3:30pm – 4:30pm	NSN Members ONLY Reception: Fireside Chat with David Richardson, NSN CEO
5:30pm – 6:00pm	Awards Reception
6:00pm – 7:15pm	Awards Program
7:30pm – 10:00pm	Corporate Hospitality Suite – Novo Nordisk
7:30pm – 10:00pm	Corporate Hospitality Suite – Bristol Myers Squibb
7:30pm – 10:00pm	Corporate Hospitality Suite – AbbVie
7:30pm – 10:00pm	Corporate Hospitality Suite – NSN Members Suite
10:30pm – 1:00am	Chapter Suites

Thursday August 13, 2026

8:00am – 7:00pm	Registration and Information Desk
8:30am – 9:15am	NSN Members ONLY – Critical Interview Skills/Career Fair Opportunities
9:00am – 10:00am	Continental Breakfast (Sponsored By: AbbVie, Grainger)
9:00am – 3:00pm	Young Professionals Lounge (Sponsored By: Stryker)
9:00am – 5:00pm	Sponsor Private Interviews (Convention Center)
9:00am – 9:45am	Workshop: Power Moves: How Women Leaders Break Barriers and Build Influence
9:00am – 9:45am	Workshop: Trademarks: Legal Strategies to Protect Your Brand and Business
9:00am – 9:45am	Workshop: Next Level Ready: How to Position Yourself for the Role You Want Before You Have it (Sponsored By: Stryker)
9:00am – 9:45am	Workshop: From Stability to Strategy: A Strategic Career Assessment for Long-Term Growth
9:00am – 9:45am	Workshop: The Leadership Shift: Elevating from Sales Manager to Executive Influence
9:00am – 9:45am	Workshop: From Top Performer to Trusted Leader: The Real Path to Sales Management
10:00am – 10:15am	General Session: VP Panel Sponsor Speaker # 2 (Sponsored By: Grainger)
10:15am – 11:00am	VP Panel # 2
11:00am – 11:45am	Keynote Speaker: Damola Adamolekun
12:00pm – 1:00pm	Lunch & Learn – Edwards Lifesciences (Convention Center)
12:00pm – 1:00pm	Lunch & Learn – Merck (Convention Center)

12:00pm – 1:00pm	Lunch & Learn – Siemens Healthineers (Convention Center)
12:00pm – 1:00pm	Lunch & Learn – Sanofi (Convention Center)
12:00pm – 1:00pm	Lunch & Learn – Regeneron (Convention Center)
12:00pm – 1:00pm	Lunch & Learn – GE Healthcare (Convention Center)
12:00pm – 1:00pm	Career Fair – NSN Members ONLY (Convention Center)
1:00pm – 5:00pm	Career Fair (Convention Center)
1:00pm – 2:00pm	Sales Leaders Only: Damola Adamolekun, CEO, Red Lobster (Invite ONLY)
1:30pm – 2:15pm	Workshop: The First 5 Years: Moves That Set (or Stall) Your Career Trajectory (Sponsored by: Stryker)
1:30pm – 2:15pm	Workshop: From Sales Manager to Strategic Leader: Navigating the Path to Executive Leadership
1:30pm – 2:15pm	Workshop: From Top Performer to Trusted Leader: The Real Path to Sales Management
1:30pm – 2:15pm	Workshop: When Ambition Outpaces Capacity
1:30pm – 2:15pm	Workshop: Identifying & Focusing On The Decision Maker
1:30pm – 2:15pm	Workshop: Entrepreneurs # 2
2:30pm – 3:00pm	Damola Adamolekun Photos on Career Fair Floor
2:30pm – 3:30pm	Sales Executive Leadership Symposium (SEL – Invite Only) (Sponsored By: LinkedIn)
3:15pm – 3:45pm	Career Fair Floor Session #1
4:00pm – 4:30pm	Career Fair Floor Session #2
5:00pm – 6:00pm	Sponsor Happy Hour
6:00pm – 7:00pm	Young Professionals – Meet Before the Suites (Sponsored By: Stryker)
7:00pm – 10:00pm	Conference Break
7:00pm – 10:00pm	Corporate Hospitality Suite - Abbott
7:00pm – 10:00pm	Corporate Hospitality Suite – AstraZeneca
7:00pm – 10:00pm	Corporate Hospitality Suite – Grainger
7:00pm – 10:00pm	Corporate Hospitality Suite – NSN Members Suite
7:00pm – 10:00pm	Corporate Hospitality Suite – LA Chapter Suite (Invite Only)
10:00pm – 1:00am	Chapter Suites

Friday, August 14, 2026

9:00am – 5:00pm	Registration and Information Desk
9:00am – 10:00am	Continental Breakfast (Sponsored By: AbbVie)
9:00am – 10:00am	Young Professional Breakfast (Convention Center) (Sponsored By: Novartis)
9:00am – 2:00pm	Young Professionals Lounge (Sponsored By: Stryker)
9:00am – 2:00pm	Career Fair & Private Interviews (Convention Center)
9:00am – 9:30am	Career Fair Floor Learning Session #1
10:00am – 10:30am	Career Fair Floor Learning Session #2
11:00am – 11:30am	Career Fair Floor Learning Session #3
11:30am – 1:30pm	Lunch / Networking On The Career Fair Floor
2:00pm – 2:45pm	Workshop: Session #3
2:00pm – 2:45pm	Workshop: How To Preserve Generational Wealth: Attorney Chanise Anderson
2:00pm – 2:45pm	Workshop: You Don't Need a Title to Lead (Sponsored By: Stryker)
2:00pm – 2:45pm	Workshop: The Sales Formula
2:00pm – 2:45pm	Workshop: Leading at the Next Level: What It Takes to Advance Beyond Sales Management
3:15pm – 3:30pm	General Session: Featured Speaker
3:30pm – 3:45pm	General Session: Speaker Sponsor Presentation
3:45pm – 4:30pm	Beyond Excellence: Owning Your Power, Defining Your Success & Building Your Legacy - A Moderated Q&A with Taraji P. Henson
5:00pm – 6:00pm	Taraji P. Henson Photos
5:00pm – 7:00pm	Conference Farewell

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

Please Note:

Sessions highlighted in blue are designed for the Young Professionals Track.