



Updated: 7/22/26

Wednesday, August 12, 2026

8:00am – 7:00pm	Registration and Information Desk
10:00am – 10:45am	Master Class # 1: The Seven Silent Leaks Stealing Your Future Wealth: The Decisions High Earners Delay—And Why It Costs More Than You Think
10:00am – 10:45am	Master Class # 2: Designing a Career That Serves Your Life
10:30am – 3:00pm	Young Professionals Lounge (Sponsored By: Stryker)
10:30am – 12:30pm	Young Professionals Mid-Day Mingle (Sponsored By: Stryker)
11:00am – 11:45am	Master Class # 3: Selling in Flow: Performing Under Pressure When It Matters Most
11:00am – 12:00pm	Master Class #4: Strategic AI Fluency: Turn 60 Minutes into Your Next Career Win
12:00pm – 1:15pm	General Session: Lunch & Opening Ceremony
1:15pm – 2:10pm	General Session: VP Panel #1
2:15pm – 3:15pm	General Session: Beyond Excellence: The Pursuit of Greatness Through Vision, Resilience & Reinvention - A Moderated Q&A with Kwame Onwuachi
3:15pm – 3:45pm	Photos with Kwame Onwuachi
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 – Medtronic
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	General Session: VP Panel # 2
11:00am – 11:45am	General Session: Keynote Speaker: Damola Adamolekun

12:15pm – 1:15pm	Lunch & Learn – The Edwards Difference: Where Patient Impact Drives Performance. (Sponsored by: Edwards Lifesciences) (Convention Center)
12:15pm – 1:15pm	Lunch & Learn – Listen, Learn, Engage. (Sponsored by: Merck) (Convention Center)
12:15pm – 1:15pm	Lunch & Learn – Lunch and Learn: Exploring Siemens Healthineers: Game On! (Sponsored by: Siemens Healthineers) (Convention Center)
12:15pm – 1:15pm	Lunch & Learn – Sanofi & National Sales Network Impact Stories. (Sponsored by: Sanofi) (Convention Center)
12:15pm – 1:15pm	Lunch & Learn – The Regeneron Way: People. Science. Impact. (Sponsored by: Regeneron) (Convention Center)
12:15pm – 1:15pm	Lunch & Learn – Med-Tech Talk: Purpose, People & Innovation. (Sponsored by: GE Healthcare) (Convention Center)
12:15pm – 1:15pm	Invite Only Lunch and Learn: Creating Economic Opportunity: Sales Careers at LinkedIn. (Sponsored by: LinkedIn) (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: Beyond Excellence: Building Businesses That Create Opportunity, Impact, and Legacy
2:30pm – 3:00pm	Damola Adamolekun Photos on Career Fair Learning Stage
2:30pm – 3:30pm	Sales Executive Leadership Symposium (SEL – Invite Only) (Sponsored By: LinkedIn)
3:15pm – 3:45pm	Learning Stage: Beyond the Trademark: Building a Brand Worth Protecting
4:00pm – 4:30pm	Learning Stage: Navigating Organizational Awareness, Strategic Relationships & Visibility
5:00pm – 7:00pm	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 – NSN Atlanta Chapter Suite
7:00pm – 10:00pm	Corporate Hospitality Suite – NSN Young Professional Suite
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	Learning Stage: Beyond the Trademark: Building a Brand Worth Protecting
10:00am – 10:30am	Learning Stage: Navigating Organizational Awareness, Strategic Relationships & Visibility
11:00am – 11:45am	Learning Stage: Rewrite the Rules, Own the Story with Robinne Lee
11:45am – 12:15pm	Robinne Lee Photos on Career Fair Learning Stage
11:30am – 1:30pm	Lunch / Networking On The Career Fair Floor
1:00pm – 1:30pm	#NSNtoHired Celebration
2:00pm – 2:45pm	Workshop: How To Preserve Generational Wealth

2:00pm – 2:45pm	Workshop: You Don't Need a Title to Lead (Sponsored By: Stryker)
2:00pm – 2:45pm	Workshop: For Sales Professionals - The Sales Formula
2:00pm – 2:45pm	Workshop: Leading at the Next Level: What It Takes to Advance Beyond Sales Management
3:00pm – 3:30pm	General Session: 2027 Professional Conference Announcement
3:30pm – 4:30pm	<u>Beyond Excellence: Owning Your Power, Defining Your Success & Building Your Legacy - A Moderated Q&A with Taraji P. Henson</u>
4:30pm – 6:00pm	Taraji P. Henson Photos
4:30pm – 7:00pm	Conference Farewell

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