SA5 - Service Autopilot Member Conference 2018
November 1-3, 2018
Agenda

Wednesday, October 31, 2018

Time	Event	Location
5:00pm – 7:30pm	Registration	Reunion Foyer - Hotel Lobby Level

Thursday, November 1, 2018

Day 1 General Events

Time	Event	Location
9:00am – 1:00pm	Registration	Reunion Foyer - Hotel Lobby Level
9:00am – 6:00pm	• Lounge/Meet and Greet Area • Conference Testimonials and Interviews	Pegasus A
9:00am – 6:00pm	Vendor /Partner Displays	Reunion Foyer – Hotel Lobby Level
6:30pm – 8:30pm	Welcome Reception Sponsored by BluePay	Marsalis Hall A

Day 1 Support Lab

Time	Event	Location
9:00am – 6:00pm	General Use Questions on SA	Pegasus B

Day 1 Conference Sessions

Track 1 – Reunion ABCDEF

Time	Session	Presenter
1:00pm – 1:15pm	**Opening Remarks**	John Caldwell, Jonathan Pototschnik
1:15pm – 2:30pm	**Levers:** The One Most Important Thing for Your Business	Jonathan Pototschnik
2:30pm – 2:45pm	--- Break ---	
2:45pm – 3:45pm	**What's New in SA**	John Caldwell
3:45pm – 4:00pm	--- Break ---	
4::00pm – 4:45pm	**Creating an Initial Sales Pitch**	Jim Evans
4:45pm – 5:00pm	--- Break ---	
5:00pm – 6:00pm	**Best Practices and Winning Strategies for 2019**	Jeff Harkness

Track 2 – Reunion GH

Session	Presenter
--- No Session ---	
--- Break ---	
--- No Session ---	
--- Break ---	
--- No Session ---	
--- Break ---	
--- No Session ---	

Friday, November 2, 2018

Day 2 General Events

Time	Event	Location
7:00am – 8:45am	Breakfast	Marsalis Hall A
8:30am – 6:00pm	• Lounge/Meet and Greet Area • Conference Testimonials and Interviews	Pegasus A
8:30am – 6:00pm	Vendor /Partner Displays	Reunion Foyer – Hotel Lobby Level
12:00pm – 1:00pm	Lunch	Marsalis Hall A
12:00pm – 1:00pm	SA Academy Elite – Private Lunch	Private Dining Room

Day 2 Support Lab

Time	Event	Location
7:30am – 6:15pm	General Use Questions on SA	Pegasus B

Day 2 Conference Sessions

Track 1 – Reunion ABCDEF

Time	Session	Presenter
9:00am – 9:45am	**Dominate Your Market**	Jonathan Pototschnik
9:45am – 10:00am	--- Break ---	
10:00am – 10:45am	**Marketing Successes and Failures**: How to Evaluate	Chris Sims
10:45am – 11:00am	--- Break ---	
11:00am – 12:00pm	**Zombies, Babies, & Bacon**	Brian Carter
12:00pm – 1:00pm	Lunch	
1:00pm – 1:45pm	**The Top 3 "Biggest Badasses" of 2018** | Service Autopilot Academy	Jonathan Pototschnik,, John Caldwell
1:45pm – 2:00pm	--- Break ---	
2:00pm – 3:00pm	**Zombies and More:** Follow up with more detail	Brian Carter
3:00pm – 3:15pm	--- Break ---	
3:15pm – 4:00pm	**Client Valuation:** Determining Customer Value	Chris Sims
3:45pm – 4:00pm	--- Break ---	
4:00pm – 4:45pm	**How to Cope with Labor Shortages**	Jason Cupp, Jonathan Pototschnik
4:45pm – 5:00pm	--- Break ---	
5:00pm – 5:45pm	**Growing Yourself Into A Championship Leader**	Roy Heintz
5:45pm – 6:00pm	**Awarding of SA Academy Prize**	Jonathan Pototschnik, John Caldwell
6:15pm – 7:00pm	--- No Session ---	

Track 2 – Reunion GH

Session	Presenter
Marketing with SA Estimates	Bear Duplisea
--- Break ---	
Advanced Scheduling: Optimize your Company Schedule	Joe Hrbacek
--- Break ---	
--- No Session ---	
Lunch	
--- No Session ---	
--- Break ---	
Automations: Just for Conference Attendees	Chris Volpe
--- Break ---	
Reports: Create 3 Reports to Boost Profitability now	Brian Minter
--- Break ---	
Company Strategy: Analysis and Goals	Jim Evans
--- Break ---	
--- No Session ---	
--- No Session ---	
Introduction to SA Academy: For Those Interested in Joining	Jonathan Pototschnik

Saturday, November 3, 2018

Day 3 General Events

Time	Event	Location
7:00am – 8:45am	Breakfast	Marsalis Hall A
8:30am – 5:30pm	• Lounge/Meet and Greet Area • Conference Testimonials and Interviews	Pegasus A
8:30am – 5:30pm	Vendor /Partner Displays	Reunion Foyer – Hotel Lobby Level
12:00pm – 1:00pm	Lunch	Marsalis Hall A
6:30pm – 11:30pm	After Party – Limited Availability – Advance Reservations	**Meet at Trinity Crossing on Lobby Level.** **Must be ready by 6:30pm**

Day 3 Support Lab

Time	Event	Location
7:30am – 5:15pm	General Use Questions on SA	Pegasus B

Day 3 Conference Sessions

Track 1 – Reunion ABCDEF

Time	Session	Presenter
9:00am – 9:45am	**Workshop: Get Your Business to $500k**	Jason Cupp
9:45am – 10:00am		
10:00am – 10:45am		
10:45am – 11:00am	--- Break ---	
11:00am – 12:00pm	**Push Through to $1Million**	Jason Cupp
12:00pm – 1:00pm	Lunch	
1:00pm – 1:45pm	**What They've Learned:** Q&A with 3 Past Winners of the Biggest Badass Contest	Jonathan Pototschnik
1:45pm – 2:00pm	--- Break ---	
2:00pm – 2:45pm	**Dominating Your Market Part 2: Blueprint for Action**	Mike Callahan
2:45pm – 3:00pm	--- Break ---	
3:00pm – 3:45pm	**Create a Self-Motivated Workplace Environment**	Martha Woodward
3:45pm – 4:00pm	--- Break ---	
4:00pm – 5:00pm	**The Future Of Sales And Marketing:** How To Eliminate Silos And Get Incredible Results	Marcus Sheridan
5:00pm – 5:45pm	**Ask Us Anything!** Final Q&A with John and Jonathan	John Caldwell, Jonathan Pototschnik

Track 2 – Reunion GH

Session	Presenter
Caring For Yourself and Your Team	Mindy Ashley
--- Break ---	
Get Lean and Efficient: Process Mapping and Improvement	Joe Hrbacek
--- Break ---	
Maps Pro: Create Leads, Route and Measure Properties	Scott Howard
Lunch	
Forms: Collect Valuable Information to Better Your Business	Brian Minter
--- Break ---	
Let's Get Practical! How to Turn Theory into Reality	Chris Volpe
--- Break ---	
The Profit Roadmap Live Podcast: Become the Local Authority	Bear Duplisea, Cody Owen Andrew O'Neill
--- Break ---	
--- No Session ---	