SA6 - Service Autopilot Member Conference 2019
November 7-8, 2019
Agenda

Wednesday, November 6, 2019

Time	Event	Location
5:00pm – 7:30pm	Registration	Legacy Foyer – 2nd Floor

Pre-Event Support Lab

Time	Event	Location
5:00pm – 7:30pm	General Use Questions on SA	Tokyo Room

Thursday, November 7, 2019

Day 1 General Events

Time	Event	Location
7:00am – 8:15am	Breakfast	Legacy A-B
7:00am – 9:00am	Registration	Legacy Foyer – 2nd Floor
8:30am – 6:00pm	• Lounge/Meet and Greet Area • Conference Testimonials and Interviews	Singapore Room
8:30am – 6:00pm	Vendor /Partner Displays	Legacy Foyer
12:00pm – 1:00pm	Lunch	Legacy A-B
12:00pm – 1:00pm	Academy Elite Lunch	Beijing Room
6:30pm – 8:30pm	Welcome Reception	Legacy A-B/Foyer

Day 1 Support Lab

Time	Event	Location
7:30am – 6:30pm	General Use Questions on SA	Tokyo Room

Day 1 Conference Sessions

Track 1 – Legacy C-E

Time	Session	Presenter
8:30am – 8:45am	**Opening Comments**	Roy Heintz
8:45am – 9:45am	**Opening Presentation** (Topic to be Determined)	Jonathan Pototschnik
9:45am – 10:00am	-- Break --	

Track 2 – Legacy A-B

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

Time	Session	Speaker	Session	Speaker
10:00am – 10:45am	**Bottleneck Breakthrough Method**	Josh Long	**Your Roadmap to Success with SA!**	Mike Callahan, Chris Volpe
10:45am – 11:30am			**Creating a Sales Playbook**	Jim Evans
11:30am – 12:00pm			-- No Session --	
12:00pm – 1:00pm	Lunch		Lunch	
1:00pm – 1:45pm	**What's New at SA** (Possibly other topic)	John Caldwell	-- No Session --	
1:45pm – 2:00pm	-- Break --		-- Break --	
2:00pm – 300pm	**Top 15 Hottest Issues**	Jason Cupp	**Gain More Valuable Customers**: Automation Workshop	Chris Volpe
3:00pm – 3:45pm			**Utilizing New Forms**	Joe Hrbacek
3:45pm – 4:00pm	-- Break --		-- Break --	
4:00pm – 5:15pm	**Pumpkin Plan –** Explosive Growth in Any Field	Mike Michalowicz	-- No Session --	
5:15pm – 5:50pm	**The Top 3 "Biggest Badasses" of 2019** Service Autopilot Academy	John Calwell, Jonathan Pototschnik		
5:50pm – 6:00pm	**Day 1 Closing Comments**	Roy Heintz		
6:00pm – 6:30pm	**Introduction to SA Academy:** For Those Interested in Joining	Jonathan Pototschnik		

Friday, November 8, 2019

Day 2 General Events

Time	Event	Location
7:00am – 8:15am	Breakfast	Legacy A-B
8:30am – 5:30pm	• Lounge/Meet and Greet Area • Conference Testimonials and Interviews	Singapore Room
8:30am – 5:30pm	Vendor /Partner Displays	Legacy Foyer
12:00pm – 1:00pm	Lunch	Legacy A-B
6:30pm – Midnight	After Party – Limited Availability – Advance Reservations	**Meet at Hotel Main Doors – First Floor.** **Must be ready by 6:30pm**

Day 2 Support Lab

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

Day 2 Conference Sessions

Track 1 – Legacy C-E

Time	Session	Presenter
8:30am – 9:05am	**Replaceable Founder: Overview**	Ari Meisel
9:05am – 9:15am	--Break --	
9:15am – 10:15am	**Replaceable Founder:** Companies < $1Million	Ari Meisel
10:15am – 11:20am		
11:20am – 11:30am	-- Break --	
11:30am – 12:00pm	**Customize Your Invoices Through Email**	Brian Minter
12:00pm – 1:00pm	Lunch	
1:00pm – 1:30pm	**Know Your Business – The Power of KPI's**	Scott Howard

Track 2 – Legacy A-B

Session	Presenter
-- No Session --	
Marketing Workshop: Companies > $1 Million	Marketing
Micro vs Macro Goals: Building Your Legacy	Jason Cupp
-- Break --	
-- No Session --	
Lunch	
-- No session --	

Time	Session	Speaker
1:30pm – 1:40pm	-- Break --	
1:40pm – 2:40pm	**Replaceable Founder:** Companies > $1Million	Ari Meisel
2:40pm – 3:45pm		
3:45pm – 4:00pm	-- Break --	
4:00pm – 5:20pm	**Making a Difference**	Steve Gilliland
5:20pm – 5:50pm	**Q&A with John and Jonathan**	John Caldwell, Jonathan Pototschnik, Jason Cupp or Roy Heintz
5:50pm – 6:00pm	**Awarding of "Biggest Badass" Prize** Service Autopilot Academy	John Caldwell, Jonathan Pototschnik
6:00pm – 6:05PM	**Closing Comments**	Roy Heintz

Session	Category
-- Break --	
Marketing Workshop: Companies < $1 Million	Marketing
Revenue Plateau: Companies < $1 Million	Josh Long
-- Break --	
-- No Session --	