

AGENDA

ALL TIMES LISTED BELOW ARE IN EASTERN DAYLIGHT TIME



TUESDAY, OCT. 7, 2025

11:00 a.m. – 12:15 p.m. Session #1 – **“Accelerating New Business Relationships,”**
presented by Ed Wallace

1:00 – 2:15 p.m. Session #2 – **“Qualify Hard, Close Easy,”** presented by Daniel Litts

3:00 – 4:15 p.m. Session #3 – **“From Now to Next: Planning Your Career in an Aging Industry,”** presented by Mike Calabria

WEDNESDAY, OCT. 8, 2025

11:00 a.m. – 12:15 p.m. Session #4 – **“The Four ‘I’s of Selling,”** presented by Eddie Smith

1:00 – 2:15 p.m. Session #5 – **“Creating Block Diagrams for Sales and Marketing Teams,”** presented by Leighton Burgess

3:00 – 4:15 p.m. Session #6 – **“Speaking the Language of the Customer,”**
presented by Ed Wallace

THURSDAY, OCT. 9, 2025

11:00 a.m. – 12:15 p.m. Session #7 – **“Speak with Authority,”** presented by Annelise McCarthy

1:00 – 2:15 p.m. Session #8 – **“The AI Advantage: Hands-On Strategies for Everyday Impact,”** presented by Sam Richter

3:00 – 4:15 p.m. Session #9 – **“The Electronics Components Industry: Challenges and Opportunities Ahead,”** presented by Michael Knight

ACCESS THE LIVE SESSIONS THROUGH YOUR DEDICATED ACCESS LINK THAT’S BEEN EMAILED TO YOU.

ALL SESSIONS WILL BE PRESENTED LIVE WITHIN THE VIRTUAL PLATFORM. ONCE LOGGED INTO THE PLATFORM, ACCESS LIVE SESSIONS BY CLICKING INTO THE AGENDA, THEN THE SESSION, OR BY CLICKING THE LIVESTREAM BUTTON AT ANY TIME.