



## AGENDA-AT-A-GLANCE

WEDNESDAY, SEPTEMBER 23				
9 a.m. - Noon	Room B114	Vendor Presentation: Better Networking, More Effectively—Sponsored by  ACC Business		
10:30 a.m. - Noon	Room B112	Hot Topic: International Opportunities—Sponsored by  G2		
Noon - 1:30 p.m.	Lunch Break			
1:30 - 2:30 p.m.	Room A101	Industry Keynote by Christopher Dean, CSO, Skype		
2:30 - 2:45 p.m.	Room A101	PHONE+ Awards Presentation		
CONCURRENT EDUCATION				
	Hot Topic: Carrier Ethernet Room B112	Hot Topic: Hosted VoIP/UC Room B114	Business Development Room B116	Vendor Presentation Room B210
3 - 3:45 p.m.	Carrier Ethernet Basics	Hosted VoIP/UC 101	Sorting Through Social Media	
	Making the Business Case for Carrier Ethernet	Why Hosted?		
4 - 4:45 p.m.	Advanced Selling I - Technical Terminology	Ensuring QoS for Hosted Services	Startup Strategies for Agents	Don't just Voice over IP. Work over IP. Sponsored by  Smoothstone
	Advanced Selling II - Complex Solutions	Hosted VoIP Lab		
5 - 8 p.m.	Exhibit Hall B	Expo Hall Open		
6 - 8 p.m.	Exhibit Hall B	Opening Reception — Co-Sponsored by  Time Warner Cable Business Class <b>PHONE+</b>		
THURSDAY, SEPTEMBER 24				
9 - 10 a.m.	Continental Breakfast — Co-Sponsored by  Time Warner Cable Business Class <b>PHONE+</b>			
CONCURRENT EDUCATION				
	Hot Topic: TLM Room B112	Hot Topic: 4G Room B114	Business Development Room B116	Vendor Presentation Room B210
9:30 - 10:15 a.m.	TLM Blueprint	4G Basics	Bulletproofing Your Business	
	Procurement	Fixed Wireless		
10:30 - 11:15 a.m.	Inventory Management	Fixed Mobile Convergence	Exit Stage Right	Selling Products That Resonate in a Down Economy. Sponsored by  MegaPath
	Expense Management	FMC Demo		
11:30 a.m. - 12:30 p.m.	Room B112	General Session: Hidden Charges: What Are They and What Can You Do About Them?		
1:30 - 6 p.m.	Exhibit Hall B	Expo Hall Open		
2 - 2:50 p.m.	Room B114	Vendor Presentation: Alternative Solutions for Challenging Times—Sponsored by  PAETEC		
3 - 3:50 p.m.	Room B114	Vendor Presentation: 5 Steps to Doubling your Revenue—Sponsored by  Broadview Networks		
3 - 3:50 p.m.	Room B116	Vendor Presentation: Security-as-a-Service: The Killer Application for Agents—Sponsored by  ANX		
4:30 - 6:30 p.m.	Room B112	Peer-to-Peer Networking Mixer for Independent Agents and Subagents *(Additional registration required) Sponsored by  TCA		
FRIDAY, SEPTEMBER 25				
10 a.m. - Noon	Exhibit Hall B	Expo Hall Open with Bloody Mary Continental Breakfast		