

Agenda-at-a-Glance

SUNDAY, MARCH 1				
9 a.m. – Noon	Brasilia 4	Vendor Presentation: ACC Business		
Noon – 12:30 p.m.	Lunch Break			
12:30 – 12:45 p.m.	Miranda 1-4	Welcoming Remarks and Channel Executive of the Year Awards		
12:45 – 1:30 p.m.	Miranda 1-4	Industry Address by Tiffani Bova		
1:30 – 2:45 p.m.	Miranda 1-4	General Session: The Agent Roundtable		
3 – 3:50 p.m.	Track One: Business Development	*Track Two: Outsourcing	Track Three: YOU Track	Track Four: Vendor Presentation
	Brasilia 1	Brasilia 4	Brasilia 5	Miranda 7
	To Partner or Not to Partner	Downturn-Proof Data Center Sales Strategies	What's SIP Got to Do With It?	AT&T Miranda 1-4 TNCI
	Track One: Business Development	*Track Two: Outsourcing	Track Three: YOU Track	Track Four: Vendor Presentation
4 – 4:50 p.m.	Selling on Price	Finding Revenue in Redundant Networks	Comparing VoIP Solutions: Premises, Hosted or Hybrid	
	Track One: Business Development	*Track Two: Outsourcing	Track Three: YOU Track	Track Four: Vendor Presentation
	Business Management Tool Belt	Turning Regulations Into Revenue	UC Myth vs. Reality	Smoothstone IP Communications
5 – 5:50 p.m.	Miranda 1-4	Expo Hall Opening Reception		
6 – 8 p.m.	Expo Hall Opening Reception			
MONDAY, MARCH 2				
9 – 10 a.m.	Continental Breakfast			
9:30 – 10:20 a.m.	Track One: Business Development	*Track Two: Outsourcing	Track Three: YOU Track	Track Four: Vendor Presentation
	Brasilia 1	Brasilia 4	Brasilia 5	Miranda 7
	HD Conferencing: Ready for Prime Time?	The Formula for Wireless Success	Deconstructing the Agent Agreement	PAETEC
	Track One: New Opportunities		Track Three: YOU Track	Track Four: Vendor Presentation
10:30 – 11:20 a.m.	Access Sale Add-Ons		Taking Your Pitch to the C-Level	XO Communications
	Brasilia 1	General Session: Channel Ethics 101		
11:30 a.m. – 12:30 p.m.	Pavillion Ballroom	Expo Hall Open		
1:30 – 6 p.m.	Booth 1541	Vendor Presentation in Expo Hall: Cbeyond		
2 – 2:50 p.m.	Booth 1541	Vendor Presentation in Expo Hall: TMC Communications		
3 – 4 p.m.	Pavillion Ballroom	Snack Break in Expo Hall: Sponsored by Time Warner Cable		
3 – 3:50 p.m.	Booth 1541	Vendor Presentation in Expo Hall: Contingent Network Services		
4 – 4:50 p.m.	Booth 1541	Vendor Presentation in Expo Hall: Dell Inc.		
4:30 – 6 p.m.	Miranda 6 & 8	Peer-to-Peer Networking Mixer for Independent Agents and Subagents		
5 – 5:50 p.m.	Booth 1541	Vendor Presentation in Expo Hall: Dell Inc.		
TUESDAY, MARCH 3				
10 a.m. – Noon	Pavillion Ballroom	Expo Hall Open With Continental Breakfast		

*Track Two: Sponsored by ZeroOutages.com

Agenda subject to change