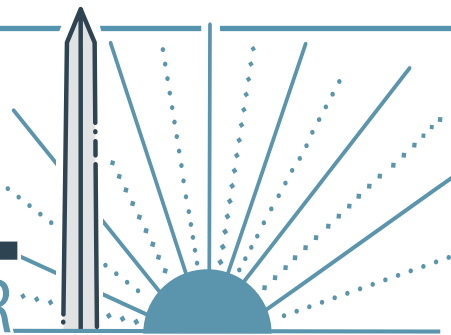


B2B RURAL TELECOM SALES SEMINAR



HOSTED BY SDN COMMUNICATIONS AND FRIENDS OF TIM OWENS

Tuesday, April 7th

4:00-6:00 pm

Welcome Reception sponsored by Title Sponsor



Wednesday, April 8th

7:45 -8:30 am

Breakfast & Networking sponsored by Calix

8:30 -10:00 am

Welcome & Pre-Conference Survey Results | Ryan Dutton, VP of Sales & Marketing, SDN Communications

10:00 -10:45 am

How Not to Sell: Confessions from the Sales Trenches | Justin Forte, CEO, INDATEL Services

10:45 - 11:00 am

Networking Break

11:00 - 11:45 am

The Impact of Connecting with People Where They Are | Hannah Boquet, Marketing Manager, SDN Communications

11:45 - 1:15 pm

Lunch on your own

1:15 - 2:00 pm

Focus Group Presentation

2:00 - 2:45 pm

The Power of Two: Aligning B2B Sales and Technical Operations for Exceptional Customer Experience | Jackie Fowler & Joel Green, YK Communications

2:45 - 3:00 pm

Networking & Refreshment Break

3:00 - 4:30 pm

Executive Panel Discussion | Russell Kacer, YK Communications | Ryan Punt, SDN Communications | Kurt Gruendling, Waitsfield Champlain Valley Telecom

Thursday, April 9th

7:45-8:30 am

Breakfast & Networking

Complementary Professional Headshots sponsored by INDATEL

8:30 - 9:15 am

Sales Operations Best Practices | Weston Comfort & Jeremy Reeves, Calix

9:15 - 10:00 am

Utilizing Business Development to Drive Sales | Angie Kreider, Director of Business Development, Rainbow Tel

10:00 - 10:15 am

Networking & Refreshment Break

10:15 - 11:00 am

Data Center Sales: It's All Up from Here | Jen Guthmiller, Commercial Sales Manager, DCN Salesforce

11:00 - 11:45 am

Intersection of Industry and Policy | Mike Romano, Executive Vice President, NTCA

11:45 - 12:15 pm

Seminar Wrap-Up | Ryan Dutton, VP of Sales & Marketing, SDN Communications

THANK YOU TO OUR SPONSORS

