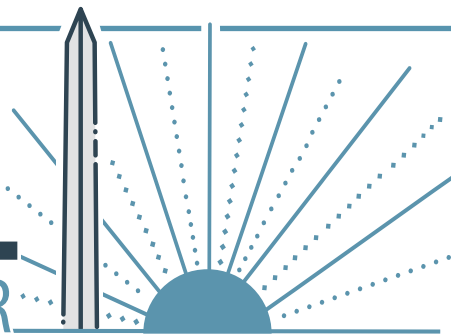


B2B RURAL TELECOM SALES SEMINAR



HOSTED BY SDN COMMUNICATIONS AND FRIENDS OF TIM OWENS

Tuesday, April 7th

4:00-6:00 pm **Welcome Reception** sponsored by Title Sponsor **pivot**

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

10:45 - 11:00 am **Networking Break**

11:00 - 11:45 am **Showing up with Authenticity and Aura** | Hannah Boquet, Marketing Manager, SDN Communications

11:45 - 1:15 pm **Lunch on your own**

1:15 - 2:00 pm **Focus Group Presentation** | Dave Nieuwstraten, CEO, Pivot

2:00 - 2:45 pm **The Power of Two: Aligning B2B Sales and Technical Operations for Exceptional Customer Experience** | Jackie Fowler, Director of Sales & Customer Relations, YK Communications | Joel Green, Director of Network Operations, YK Communications

2:45 - 3:00 pm **Networking & Refreshment Break**

3:00 - 4:30 pm **Executive Panel Discussion** | Russell Kacer, President, YK Communications | Ryan Punt, CEO, SDN Communications | Kurt Gruendling, VP of Marketing & Business Development, 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, Regional VP of Sales Acceleration, Calix | Jeremy Reeves, Director of Sales Acceleration, 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

11:00 - 11:45 am **Intersection of Industry and Policy** | Mike Romano, CEO, NTCA

11:45 - 12:15 pm **Seminar Wrap-Up** | Ryan Dutton, VP of Sales & Marketing, SDN Communications

THANK YOU TO OUR SPONSORS

