Superior Performance- The Road to Excellence
A two day contractor business training:
Sales, Quality, and Leadership
January 9-10, 2019
Preliminary Agenda

Tuesday, January 8, 6:30pm
For those arriving early, we'll meet at TBD to grab a bite, grab a beer, hangout with old friends and new, and jumpstart the conversation. “Dutch Treat”

Wednesday, January 9

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
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<tbody>
<tr>
<td>7:30am</td>
<td>Continental Breakfast &amp; Coffee</td>
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<tr>
<td>8:00am</td>
<td>Welcome and Overview</td>
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<tr>
<td>8:15am</td>
<td>Introduction and Why are YOU here?</td>
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<td>8:45am</td>
<td>Increasing Our Profit by Raising the Bar – John Tooley</td>
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<tr>
<td>8:45am</td>
<td>Track 1</td>
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<td>10:15am</td>
<td>Bio Break and Phone Calls.</td>
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<tr>
<td>10:45am</td>
<td>Track 2</td>
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<tr>
<td>12:15pm</td>
<td>Lunch (Provided)</td>
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<tr>
<td>1:30pm</td>
<td>Attracting, Developing and Retaining Superior Employees – John Tooley</td>
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<tr>
<td>1:30pm</td>
<td>Track 1</td>
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<td>2:45</td>
<td>Quick Break</td>
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Thursday, January 10

8:00am  Kicking off Day 2 – Ed Matos

8:15am  *Leadership That Succeeds* – John Tooley
Superior leadership presents a profound approach for lasting change. Leadership skills will maximize team productivity, drive breakthrough innovation, and secure a competitive edge for your company. John will explain how to reduce hassle, decrease expense and increase profit. John has been leading us for decades. Leaders are far and few between, but paradoxically, anyone can be a leader. You might be one!

9:30am  Bio Break and Phone Calls.

9:45am  Track 1  
Sales and Sales Management are Different: How to create a winning formula for Training and Managing your Salespeople. – Ed Matos

Track 2  
Creating a Culture of Prevention – John Tooley

10:45am  Break

11:00am  Track 1  
Creating a Culture of Prevention – John Tooley

Track 2  
Sales and Sales Management are Different: How to create a winning formula for Training and Managing your Salespeople. – Ed Matos

12:00pm  What do YOU want to cover this afternoon? Building the Afternoon Agenda
We’ve got a room full of smart people, including you. We’ll now decide what we want to explore this afternoon, pursuing earlier topics more deeply, or broaching new subjects.
Alert: These will almost certainly be the most important and rewarding discussions of the workshop! (And we get to use dots!)

12:15pm  Lunch (Provided)

1:00 –  Participant Driven Sessions – Led by All Of Us. These are the topics YOU want to hear more about!

3:45pm  Wrap-Up and Adjourn