

## Tuesday, October 20, 2020

Start	End	Duration	Topic	Speaker
12:00 PM	12:10 PM	0:10	Introduction to the Day	Fitz & Heather
12:10 PM	12:30 PM	0:20	How We Got Here	Fitz & Heather
12:30 PM	12:40 PM	0:10	Vision and Enthusiasm for Event	Paul & Diane
12:40 PM	1:00 PM	0:20	Connections are Everything	Michele Alleman
1:00 PM	1:20 PM	0:20	How to make asking for a paycheck a norm in every appointment and double your app	Kelley Haney
1:20 PM	1:45 PM	0:25	How to Build Like a Partner	Fitz
1:45 PM	2:05 PM	0:20	Growing Your Business is a Phone Call Away	Jeremy Patton
2:05 PM	2:25 PM	0:20	How to Make it Work with Both Spouses Producing	Jake & Belle Crause
2:25 PM	2:30 PM	0:05	Introduce new AM Mike Rodriguez	Jeremy Patton
2:30 PM	2:45 PM	0:15	Break	
2:45 PM	3:15 PM	0:30	Using Your Story to Build an Empowering Culture and Environment	Paul Roberts
3:15 PM	3:35 PM	0:20	How to Build a Big Team from a Distance	Phil Hebert
3:35 PM	3:55 PM	0:20	Relationship status: It's not Complicated	Megan and Jonathan Yeakey

3:55 PM	4:15 PM	0:20	Getting Paid and Staying Paid	Tim Long
4:15 PM	4:25 PM	0:10	How I Worked Myself out of a Full Time Job	Adam Johnson
4:25 PM	4:35 PM	0:10	From Army Stripes to Baby Wipes	Belle Crause
4:35 PM	4:40 PM	0:05	Introduce new AM Mike Morice	Diane Lampe
4:40 PM	4:45 PM	0:05	Introduce new AM George Andershock	Paul Roberts
4:45 PM	4:55 PM	0:10	Wrap-Up the Day	Paul Roberts

## Wednesday, October 21, 2020

Start	End	Duration	Topic	Speaker
9:00 AM	9:30 AM	0:30	Dreaming Through the Struggle in Order to Live the Dream After the Struggle	Diane Lampe
9:30 AM	10:00 AM	0:30	\$270,000 IP Selling over the Phone	Adam Johnson
10:00 AM	10:20 AM	0:20	How to Keep Your Money Machine Working	Mike Alleman
10:20 AM	10:40 AM	0:20	How I am Building Like a Bee-otch	Mike Morice
10:40 AM	11:00 AM	0:20	How I am Out-Recruiting Everyone	Torre Roberts
11:00 AM	11:25 AM	0:25	5 Things Top Producers Do Every Week	Joe Walker
11:25 AM	11:50 AM	0:25	Closing in the Home	Stan Allridge
11:50 AM	12:00 PM	0:10	Wrap-Up the Day	Fitz