

Gateway to Success Schedule

Tuesday, Sept. 24

7:30 to 8:15 a.m.
Breakfast

8:15 to 8:25 a.m.
Opening Comments

8:25 to 8:30 a.m.
Sponsor Presentation

8:30 to 8:35 a.m.
Sponsor Presentation

8:35 to 9:40 a.m.
Main Stage Session: “Dealer Panel: Leveraging AI for Enhanced Business Efficiency & Growth,” moderated by Mark Spears, Amplified Solutions

9:40 to 9:45 a.m.
Breaks Sponsor Presentation: Sharp

9:45 to 11 a.m.
Exhibits Open

11 a.m. to Noon
Breakout Sessions:

- Exhibits Open
- “Sales Management Track Part 1 — A Step-by-Step Guide: Building a Sales Culture Where Activities Drive Results,” Derek Shebby, Modern Sales Training
- “Service Management Track Part 1 — Setting the Pace in Service Automation,” Deborah Hawkins, Keypoint Intelligence & Ken Edmonds, 22nd Century Management
- “Profiting From the AI Revolution as a Dealer,” Steve Cunningham, Simple AI

Noon to 1 p.m.
Lunch

1 to 1:40 p.m.
Main Stage Session: “Preparing for Economic Shifts: Insights for the Upcoming Months,” John Beriau, Morgan Stanley

1:40 to 1:45 p.m.
Lunch Sponsor Presentation: Xerox

1:45 to 3 p.m.
Exhibits Open

3 to 4 p.m.
Breakout Sessions:

- Exhibits Open
- “Sales Management Track Part 2 — A Step-by-Step Guide: Building a Sales Culture Where Activities Drive Results,” Derek Shebby, Modern Sales Training
- “Service Management Track Part 2 — Setting the Pace in Managing the Technical Workforce,” Deborah Hawkins, Keypoint Intelligence & Ken Edmonds, 22nd Century Management
- “Practical AI & ChatGPT Applications for Quick SOP Documentation,” Mark Spears, Amplified Solutions

4:15 to 5:15 p.m.

- Sales & Service Management Round-Table Discussions
- Main Stage Session: “Dealer Panel: Strategic Insights & Steps for Successful Acquisitions,” moderated by Andy Slawetsky, Industry Analysts Inc.

5:15 to 5:20 p.m.
Reception Sponsor Presentation: Zultys

5:30 to 7 p.m.
Networking Reception

Evening
Enjoy the San Antonio River Walk, local restaurants, etc.

Wednesday, Sept. 25

7:30 to 8:15 a.m.
Breakfast

8:15 to 9:30 a.m.
Main Stage Session: “Dealer Panel: Strategies for Selling Cybersecurity Services,” moderated by Deborah Hawkins, Keypoint Intelligence

9:30 to 11 a.m.
Exhibits Open

11 a.m. to Noon
Main Stage Session: “What’s Happenin’ in the Imaging Industry,” Andy Slawetsky, Industry Analysts Inc.

Noon to 12:15 p.m.
Closing Comments & Prize Drawings