



ProFinance 3.0 Schedule

Day One

- 8:30 a.m. Introductions by John Hey & Todd Johnson
Participant Introductions
- 9:15 a.m. Financial Model Overview: History, Principles & Application
- 10 a.m. Break
- 10:15 a.m. Introduction to the MFP & MPS Benchmark Model & its Components
- Noon Lunch
- 1 p.m. Details Behind the Benchmarks
- 3 p.m. Break
- 3:15 p.m. Applying the Financial Model
- 4 p.m. Problem Solving — Sample solutions, etc.
- 4:45 p.m. Review/Q&A/Preparation for Day Two

Day Two

- 8:30 a.m. Review of Day One/General Discussion
- 9 a.m. Sales Compensation Strategies
- 10 a.m. Break
- 10:15 a.m. Managed Network Services/Imaging Dealer Strategies
- 11:15 a.m. Leadership & Company Culture
- Noon Review & Wrap Up
Course Critiques