



AGENDA

Wednesday, September 15

5:00 – 10:30	Private Suite Viewing of Rangers vs. Astros Baseball Game
6:30 – 7:30	Ivan Rodriguez Appearance (Sponsored By Enterprise Holdings)

Thursday, September 16

8:00 – 9:00	Breakfast
9:00 – 9:15	Welcome, Agent Eloy Leal
9:15 – 10:45	Steve Suggs, Sales Management Solutions
10:45 – 11:00	Break
11:00 – 11:45	Agent Cecy Winn, Marketing For Greater Production, Agent Tommy Rosales
11:45 – 12:00	Corporate Sponsor/ Drawing
12:00 – 1:00	Lunch
1:00 – 2:15	TICA Agent Brad Riley (via Zoom)
2:15 – 2:30	Break
2:30 – 2:33	Introduction of executive panel, Agent Raul Resendez
2:30 – 4:00	SVP Phillip Hawkins, Chief Agency Officer Rand Harbert, CEO Michael Tipsord
4:00	Drawing

Friday, September 17

7:30 – 8:30	Breakfast
8:30 – 9:45	Agent Dan de la Cruz, Agent Yolie Aleman-Rodriguez
9:45 – 10:00	Break
10:00 – 11:00	Nathan Jamail "Coaching vs Managing", Agent David Peterson Jr.
11:00 – 11:15	Corporate Sponsor
11:15 – 11:17	Introduction of SCMA AVP Allyson Watts, Sales Leader Michael Sturhan
11:30 – 11:50	AVP Allyson Watts
11:50 – 12:00	Drawing/ Closing Comments