

2020 Kickoff Meeting

MONDAY – JAN 27			
18:00	18:30	Welcome Cocktail	Hotel Lobby
19:00	21:00	Evening Team Activity <i>Blade & Timber Axe Throwing</i>	

TUESDAY – JAN 28			
7:10	7:55	Morning Kickstart <i>“Hardbody” Class</i>	Onelife Fitness
8:30	9:00	Breakfast	
9:00	10:00	Keynote Speaker: Chadd Wright	
10:00	10:15	Opening Remarks	Tim White
10:15	10:30	2019 Results	Emily Deaton
10:30	10:45	Break	
10:45	12:00	Our Heritage, Our Mission & Our Vision	Tim & Dustin
12:00	13:00	Lunch	
13:00	13:20	Value: Act Ethically	John Farrish
13:20	13:40	Value: Be Shockingly Good	Andrew Gallagher
13:40	14:00	Value: Celebrate Each Other	Kathy Oberbroeckling
14:00	14:20	Break	
14:20	14:40	Value: Deliver on Dreams	Emily Deaton
14:40	15:00	Value: Elevate Your Cool	Dustin Cordier
15:00	15:15	Closing Remarks & Logistics	Emily Deaton
16:15		Depart for hockey game	Hotel Lobby
17:00	21:00	Evening Team Activity: <i>Kansas City Mavericks Hockey Game</i>	

WEDNESDAY – JAN 29			
7:00	7:55	Morning Kickstart <i>Yoga Class</i>	Onelife Fitness
8:30	9:00	Breakfast	
9:00	9:05	Welcome & Guest Speaker Introduction	Dustin Cordier
9:05	10:00	Industry Overview – Guest: Rolland Vincent	
10:00	10:30	Best Practices – Sales 1	Jade Hofeldt
10:30	10:45	Break	
10:45	11:30	Best Practices – Yes to Close	John Farrish
11:30	12:00	2020 Event Outlook	Andrew Gallagher
12:00	13:00	Lunch	
13:00	13:30	Best Practices – Sales 2	Jason Deifik
13:30	13:35	Guest Speaker Intro	Emily Deaton
13:35	14:45	Referral Based Selling – Guest: Brian Gonzales	
14:45	15:00	Break	
15:00	16:00	How Setting Goals (almost) Ruined My Life	Dustin Cordier
16:00	16:15	Closing Remarks & Logistics	Emily Deaton
17:30	21:00	Evening Team Activity: <i>Get to Know KC Downtown!</i>	

THURSDAY – JAN 30			
7:00	7:55	Morning Kickstart <i>JetAVIVA Team 5k</i>	
8:00	9:00	Breakfast of Champions! w/ Special Guest Kyle White <i>Sponsored by Marsh & McLennan</i>	Blue Bird Bistro
10:30	10:35	Welcome & Guest Speaker Introduction	Tim White
10:35	11:15	The Importance of Vision – Guest: Matt Mitchell	
11:15	12:15	Diamond Exercise – Turning a Phone Call into a Pitch	Dustin Cordier
12:15	13:15	Lunch	
13:15	13:45	An Update from HR	Kathy Oberbroeckling
13:45	15:00	Town Hall	SLT
15:00	15:15	Break	
15:15	15:45	Positioning for Breakthrough	Emily Deaton
15:45	16:00	Thank You & Closing Remarks	Tim White
18:00	22:00	Awards Dinner	Rockhill Grille

FRIDAY – JAN 31	
Breakfast on Own & Team Departures	