



# It's About Time... CEO Fall Conference

## Draft Agenda

October 26 – 28, 2016

### WEDNESDAY, OCTOBER 26TH

- CEO Board of Directors Meeting
- Registration
- Reception
- Dinner / Networking
- Introductions: What's Your Biggest Time Killer?
- Swap Shop

### THURSDAY, OCTOBER 27TH

- Chair's Opening Address
- It's About Time for Breakfast!
- The 90-Minute Hour
- Making Time Work For You
- Carnegie Address
- Small Business Too Big To Ignore – How Chambers/Boards Leveraged this Program with Big Results – Panel Discussion
- Open Mike – Executives
- The Two Call Close: How to Sell Big Deals Fast(2 Parts) – Sales/Business Development
- Dinner at Fort Henry
- Fright Night at Fort Henry
- Networking

### FRIDAY, OCTOBER 28TH

- It's About Time for Breakfast
- Two Requirements for the Success of Your Organization: Smart & Healthy (2 Parts)
- 'Splinter Groups'
  - Executives – 9 Years & Less
  - Executives – 10 Years & More
  - Sales/Business Development