



OCTOBER 19 - 22 2016 / SCOTTSDALE, ARIZONA

time	Wednesday, October 19
6:30pm	Registration & Welcome Reception at Marshall's Outpost Pavilion
8:30pm	

Thursday, October 20	
Continental Breakfast in Vista Morada	
7:00am	Welcome/Kickoff
8:00am	Speakers: Greg Geiger Workamajig Platinum Roadmap
8:15am	Guest Speaker: Mark O'Brien, Newfangled CRM for Sales and Account Executives
9:00am	Coffee Break
10:00am	Speaker: Ron Ause The Way: CRM for Salespeople and Account Executives
10:30am	Speaker: Mike Wang The Way: Estimating, Project Intake & Setup
11:15am	Workamajig Engagement and Onboarding Feature Lunch at Vista Morada
12:00pm	Client Guest Speaker: Colin Lange, Monaco Lange CRM from a Real World Perspective
1:00pm	Break
1:45pm	Training: CRM for Salespeople and AE's
2:00pm	Training: Estimating - Project Intake & Setup
	Training: Platinum Core Apps
	Shaping the Way: CRM, Estimating, and Project Intake
3:00pm	Coffee Break
3:30pm	Training: CRM for Salespeople and AE's
	Training: Estimating - Project Intake & Setup
	Training: Platinum Core Apps
	Q&A Room
5:00pm	Expert Panel
5:45pm	Daily Wrap-up
6:00pm	
6:30pm	Reception at Brittlebush
10:00pm	

Ballroom Legend:	Kierland 3A	Kierland 3B	Kierland 3C	Kierland 3D	Kierland 3E	Kierland 3F	Kierland 3G	Kierland 3H	Kierland 3I	Kierland 3J	Kierland 3K	Kierland 3L	Kierland 3M	Kierland 3N	Kierland 3O	Kierland 3P	Kierland 3Q	Kierland 3R	Kierland 3S	Kierland 3T	Kierland 3U	Kierland 3V	Kierland 3W	Kierland 3X	Kierland 3Y	Kierland 3Z	Kierland 4A	Kierland 4B	Kierland 4C	Kierland 4D
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schedule of events

Friday, October 21	
Continental Breakfast in Vista Morada	
Morning Kickoff	
Speakers: Ron Ause & Greg Geiger Introduction of new Platinum Resourcing	
Guest Speaker: Vanessa Edwards, CPI Project Management	
Coffee Break	
Speaker: Ron Ause The Way: Project Management & Resourcing	
Speaker: Mike Wang The Way: Project Communications, Collaboration, & Deliverables	
Lunch at Vista Morada	
Client Guest Speaker: Becky O'Mara, Matchstic Project Management from a Real World Perspective	
Break	
Training: Project Management & Resourcing	Training: Project Communications, Collaboration
Training: Project Management & Resourcing	Training: Project Deliverables
Training: Project Management & Resourcing	Shaping the Way: Project Management, Resourcing, and Collaboration
Coffee Break	
Training: Project Management & Resourcing	Training: Project Communications, Collaboration
Training: Project Management & Resourcing	Training: Project Deliverables
Training: Project Management & Resourcing	Q&A Room
Expert Panel	
Daily Wrap-up	
Dinner at Drinkwaters	

Saturday, October 22	
Continental Breakfast in Vista Morada	
Morning Kickoff	
Workamajig Speakers: Ron Ause & Greg Geiger Introduction to new Platinum Retainer Billing	
Guest Speaker: David Baker, ReCourses Financial Management	
Coffee Break	
Speaker: Mike Wang The Way: Time / Expense Tracking & Billing	
Speaker: Vince Dong The Way: Financial Analysis & Management Reporting	
Lunch at Vista Morada	
Client Guest Speaker: Lisa King, Spawn Ideas Billing/Accounting from a Real World Perspective	
Break	
Training: Vendor Expenses & Billing	Training: Financial Analysis & Management Reporting
Training: Vendor Expenses & Billing	Shaping the Way: Financial Analysis & Management Reporting
Training: Vendor Expenses & Billing	Q&A Room
Coffee Break	
Training: Vendor Expenses & Billing	Training: Financial Analysis & Management Reporting
Training: Vendor Expenses & Billing	Shaping the Way: Retainer Billing & Management
Training: Vendor Expenses & Billing	Q&A Room
Expert Panel	
Closing & Wrap-up	
Safe Travels - We'll see you in 2018 at Workology 6.0!	