



COACHING – MENTORING – SEMINARS

Cash Machine Workshop

Conference Agenda

DAY 1	
7:30 am to 8:30 am	Continental Breakfast
8:00 am to 8:30 am	Registration
8:30 am to 8:45 am	Welcome
8:45 am to 10:30 am	5 Steps to Building Your Cash Machine – Loral
10:30 am to 10:45 am	Break
10:45 am to 12:15 pm	Business Planning, Determining Your Cash Machine and Revenue Modeling – Loral
12:30 pm to 2:00 pm	Lunch
2:00 pm to 3:45 pm	Commit with a Team Leader – Loral & Team Leaders
3:45 pm to 4:30 pm	Business Strategies – Tactics Planning – Loral
4:30 pm to 4:45 pm	Break
4:45 pm to 5:30 pm	Vision and Values Exercise
5:30 pm – 7:30 pm	Networking

DAY 2

8:00 am to 8:30 am	Continental Breakfast
8:30 am to 8:45 am	Welcome
8:45 am to 10:30 am	Sales Process to Profit – Loral
10:30 am to 10:45 am	Break
10:45 am to 12:30 pm	Marketing Off and Online FOR CASH! – Loral
12:30 pm to 2:00 pm	Lunch
2:00 pm to 3:30 pm	Cash Machine Planning Model – Team Leaders
3:30 pm to 3:45 pm	Break
3:45 pm to 5:45 pm	Business Modeling and Sequencing – Loral
5:45 pm to 6:15 pm	Motivational Commitment / Closing – Loral

DAY 3

8:00 am to 8:30 am	Continental Breakfast
8:30 am to 8:45 am	Welcome
8:45 am to 10:30 am	Last Planning with your Team Leader for the Market Place – Loral and Team Leaders
10:30 am to 10:45 am	Break
10:45 am to 12:00 pm	Market Place - "Let's Make Money!" – Loral
12:00 pm to 1:00 pm	Lock In the Learning and Final Thoughts From Loral
1:00 pm – 2:30 pm	VIP Cocktail Party