

2019 NetVU New England Fall Conference
Classes at a Glance

Sunday			
SUNDAY			
1:00 to 3:00	Registration		
3:00 to 5:00	Jerry Fox ~ What's going on in the InsureTech World		
5:00 to 6:30	Meet and Greet Reception		
MONDAY			
7:00 - 8:00	Breakfast		
8:15 to 9:30	Opening session Linda Dodson - Executive Director NetVU Brett Chenail - Vertafore What's New Mike Foy - Updates/Stories MMG - ID Federation		
9:30 to 10:00	Break Meet Your Sponsors!!		
CSR	IT/Mgt		ACCT/Mgt
10:00 to 11:15	Account Manager Tune-Up - Angela Painter	Edocs & Messaging - Joyce Sigler	Accounting - Part 1 - Lorraine Plezia
11:15 to 12:30	What's New in AMS360 from the latest releases for Account Managers - Angela Painter	Quick Parts - Part 1 - Joyce Sigler	Accounting - Part 2 - Lorraine Plezia
12:30 - 1:30	Lunch - Sponsor intro's - each will have a few minutes each to say a few words about their service/product		
1:30 - 2:45	Workflows and Time Management Angela Painter	Quick Parts - Part 2 - Joyce Sigler	Client portal setup & enhancements Justin Silverman & Brett Chenail
2:45 to 3:00	Break Meet Your Sponsors/Vendors!!		
3:00 to 4:15	Working as a Team!! - Angela Painter	My Agency Reports templates and Excel - Joyce Sigler	Cyber Security - Dustin Mooney
6:00	Dinner - raffle prizes - must be present to win!		
7:00 to 9:00	Music		
Tuesday			
7:00 to 8:00	Breakfast		
8:00 to 9:15	Advanced Reporting with Target Lists & Form Letters - Angela Painter	Image Right (Worksmart) - Beginning to End Joyce Sigler & Ben Lynds	Kitty Ambers
9:15 to 9:30	Break Last Chance to Meet your Vendors/Sponsors		
CSR	IT/Mgt		ACCT/Mgt
9:30 to 10:45	My Agency Home & 360 - Angela Painter	Store, Share and Collaborate within your office with Office 365 - Steve Cavalero	Identifying and Adjusting Sales Process by Personality Type Kelly Donahue-Piro / David Siekman
10:45 - 12:00	Client Reviews - Angela Painter	NCOM & All sorts of ideas - Karen Love	Overcoming The Price Objection For Every Role In The Agency Kelly Donahue-Piro / David Siekman