

**2023 NetVU New England Fall Conference
Classes at a Glance**

| SUNDAY | | | |
|----------------|--|---|--|
| 3:30 to 5:00 | Registration | | |
| 5:00 to 6:30 | Meet and Greet Reception | | |
| MONDAY | | | |
| 7:00 - 8:00 | Breakfast | | |
| 8:00 to 8:30 | <p align="center">Welcome/Opening session Brett Chenail - Vertafore What's New /Agency One</p> | | |
| 8:30 to 9:45 | <p align="center">Angela Adams Consulting What you do and how it is entered effects your data and reports.</p> | <p align="center">SIDE BY SIDE AMS360 & Agency Zoom the integration works</p> | <p align="center">How PART 1 Agency Performance Partners Time Management Move from Busy to Productive</p> |
| 9:45 to 11:00 | <p align="center">Angela Adams Consulting Tips & Tricks</p> | <p align="center">SIDE BY SIDE AMS360 & Agency Zoom the integration works</p> | <p align="center">How PART 2 Agency Performance Partners Independent Agencies-Tech and culture</p> |
| 11:00 to 11:15 | Break Meet Your Sponsors and also head shot time slot | | |
| 11:15 to 12:30 | <p align="center">Angela Adams Consulting Certificates, distributing multiple certs/ master list class.</p> | <p align="center">Agency Zoom What you need to do in AMS360 to get ready for integration on Agency Zoom</p> | <p align="center">Agency Performance Partners 10 Ways to Boost Your Insurance Sales</p> |
| 12:30 to 1:30 | Lunch - Sponsor intro's - each Sponsor will have a few minutes to speak about their service/product. Also last chance for a | | |
| 1:30 to 2:45 | <p align="center">Angela Adams Consulting Accounting, Dirty Data MAR Report Workshop</p> | <p align="center">Joyce Sigler Global change while users are in the system/ Unbilled report in classic vs MARS</p> | <p align="center">Agency Performance Partners Hard Market Heroes Part 1 (Lead, manage your time)</p> |
| 2:45 to 3:00 | Break Meet Your Sponsors!! | | |
| 3:00 to 4:30 | <p align="center">Angela Adams Consulting Processes & Procedures That Work For Your Agency</p> | <p align="center">Joyce Sigler AMS admin best practice for setting up security in360?</p> | <p align="center">Agency Performance Partners Hard Market Heroes Part 2 (Rate Conversations, Renewal Reviews, and Remarketing Strategies)</p> |
| 5:00 - 6:00 | cocktails & light tapas - raffle prizes drawn - must be present to win! | | |
| Tuesday | | | |
| 7:00 to 8:00 | Breakfast | | |
| 8:00 to 9:15 | <p align="center">Angela Adams Consulting Reports for the CSR/reports for the managers/reports for "Are we doing things right"? Reports for things we've missed,</p> | <p align="center">Joyce Sigler Auditing Your Employees and Agency for Accuracy</p> | <p align="center">Colleen Willhight & Brett Chenail What's new in all things tech. AI have you tried it ? Data delivery currently with the Early Adopters</p> |
| 9:15 to 9:30 | Break Last Chance to Meet your Vendors/Sponsors | | |
| 9:30 to 10:45 | <p align="center">Angela Adams Consulting Data Auditing & Compliance, Accountability, A Foundation for Success</p> | <p align="center">Joyce Sigler Purge, Merge and Delete, clean up 360. Selections in your List Setup you do not use - should you be using them?</p> | <p align="center">Brett Chenail with Smart Brevity The power of saying more with less Learn to communicate in all forms in a style and format that is clear and engaging. This class will be interactive and very fun!</p> |
| 10:45 - 12:00 | <p align="center">Angela Adams Consulting Your questions answered. How do I make a global change for personal? Data extraction in 360, what report is best? Best practice for security groups?</p> | <p align="center">Joyce Sigler How to identify the transactions that ex-employees are attached to, so that you can delete the old employees & what else you should know</p> | <p align="center">Angela Adams Consulting TBD</p> |