

Make Time Work for You

Watch the Summer Webinar Replay



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Join moderator Lisa Jackson and panelists Dr. Wanda Hargroder (LSU) and Nick Matuch (Infor) as they discuss the importance of time management, goals, and balancing your workload.

SUMMER WEBINAR · JULY 30, 2026

Make Time Work for You

Time Management & Personal Effectiveness

Time is the one resource no professional can buy more of — and the one most early-career people struggle to control. This session moves past generic “get organized” advice to the real mechanics of personal effectiveness: deciding what matters, protecting focus in a world built to interrupt it, and managing the emotional energy that makes or breaks a productive day.

SESSION DETAILS

 **When:** Thursday, July 30, 2026 · 12:00 PM CT (1:00 PM ET / 10:00 AM PT)

 **Format:** 45 minutes — moderated conversation + live audience Q&A

WHO YOU'LL HEAR FROM**FEATURED GUEST****Dr. Wanda Hargroder**

Professor of Kinesiology, LSU · Vice President of Sales, Infor
SellingSkills.io Advisor

FEATURED GUEST**Nick Matuch**

Vice President of Sales, Infor

MODERATOR**Lisa Jackson**

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YOU'LL WALK AWAY WITH

- A simple framework for separating high-value work from busywork — and protecting time for it.
- Practical tactics for defending focus: time-blocking, managing interruptions, and setting boundaries.
- The emotional-intelligence side of productivity — spotting the triggers that derail a day, and self-regulating through them.

“Managing your time is really managing your attention and your emotions. The professionals who pull ahead early aren’t working more hours — they’re protecting the right ones.” — SellingSkills.io Learning Principle

FREE TO ATTEND · SAVE YOUR SEAT TODAY

Dr. Wanda Hargroder – Panelist (Louisiana State University)**Associate Professor of Kinesiology | Sports Management | Student Affairs**

Dr. Wanda Hargroder brings extensive educational leadership and practical training expertise from her work with the School of Kinesiology and her former role as Associate Athletic Director of LSU Sports. She holds a Ph.D. in Leadership and Human Resource Development, uniquely positioning her to understand skill development and training effectiveness.

Her distinguished career has included extensive experience in sports medicine and administration, providing valuable knowledge of sales-related activities, and directing the Human Movement Concentration Internship Program, where she successfully placed hundreds of students into medical programs. Her university administration experience across various capacities is particularly valuable as we develop sales-related training programs, bringing insights from both academic and athletic program management.

With national recognition that includes multiple Teacher of the Year awards, Faculty Scholar designation, and service on the Human Anatomy and Physiology Society Board of Directors, She is a proven expert in curriculum development, student assessment, and educational program design.

Dr. Hargroder is a member of the SellingSkills Industry and Technical Advisors



Nick Matuch – Panelist (Infor)**Enterprise SaaS Revenue & Vertical Market Leader | Healthcare | Cloud Transformation**

Nick Matuch is a senior revenue executive with nearly two decades of enterprise software leadership experience, currently serving as Vice President, North American Healthcare & Canadian at Infor, a \$3.5B global enterprise software provider and Koch Industries portfolio company.

Nick leads Infor's largest global business unit (~\$700M annual revenue), overseeing full revenue responsibility across install base, net new acquisition, channel, and strategic accounts. He manages multiple field leadership teams across the U.S. and Canada and is accountable for cloud growth, retention, competitive displacement, and enterprise expansion within one of the most complex vertical markets in SaaS.



Lisa Jackson – Moderator

Enterprise Go-to-Market Leader

Lisa Jackson has three decades of enterprise sales and Go-to-Market leadership built across some of the most complex regulated industries in the technology sector.

During her career, Lisa served in progressively senior leadership roles spanning solution engineering, go-to-market strategy, sales management, and consulting practice leadership. As a solution engineering leader, she guided multi-million-dollar engagements with leading institutions and consistently delivered results well beyond quota across both Higher Education and Healthcare. Earlier in her Oracle tenure, she was instrumental in developing Oracle's relationship with the HESS Consortium and pioneered go-to-market strategies that expanded Oracle's market share against entrenched competitors.

Lisa holds an M.S. in Computer Information Systems from George Washington University and is a graduate of the Harvard Business School Executive Leadership Program. She is also deeply engaged in community leadership, holding multiple roles with Girl Scouts Nation's Capital and serving across several youth development organizations.

Lisa Jackson is a member of the SellingSkills.io Board of Directors.

