

SUMMIT

Sandler Miami Agenda

MONDAY, MARCH 16TH



MIAMI WELCOME MIXER

Exclusive welcome event for Sandler Miami guests.

Details to be shared the day of: We can't spill the beans YET!

TUESDAY, MARCH 17TH
KEYNOTE SPEAKERS



8:45 AM

SMARTER SALES: Enabled by Technology, Fueled by People

David Mattson

Executive Chairman, Sandler



9:35 AM

General Session

David Williams

Chairman, Trilliad



10:20 AM

Fear(less) Mindset

Dr. Rebecca Heiss

Stress Physiologist, Author



11:10 AM

The Future of Sales is a Story About Iron Man, not The Terminator

Seth Marrs

Chief Strategy Officer, Sandler



11:45 AM

Unstoppable

Alex Weber

American Ninja Warrior, Award-Winning Leader, Entertainer

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SALES PERFORMANCE

2:00 PM

**CARLOS GARRIDO**

How supportive are your selling beliefs... and how much is it costing you?

2:40 PM

**TIM GOERING**

The Psychology Behind the 30-Second Commercial

3:30 PM

**JAMES ABRAHAM**

The Signal vs Noise: The Hidden Variable to Success

4:10 PM

**CLINT BABCOCK**

Sandler Your Way: How to Flex the System Without Breaking the Rules

LEADERSHIP

**MATT NEUBERGER**

Training That Sticks: How to Build a Sales Team That Gets Better Every Quarter

**SCOTT BLISS**

Coach Like a Golf Pro: Reinforcing Sales Performance the Sandler Way

**CHRIS KELLY**

The Accountability Paradox: How Pressure Can Undermine Performance

**ALANA NICOL**

From Capes to Coaching: Leading Like a True Superhero

TECH ENABLED SALES

**EMILY YEPES**

It's What You Know That Hurts You

**CHRIS DROUIN**

Leveraging AI and Human Connection for Next-Level Sales Success

**CAL THOMAS**

Keeping it Real: AI Won't Close Your Deal (But You Can)

**JEFF BOROVITZ**

Burn the Playbook: Old School Hustle Meets New School Tech

ENTERPRISE

**MICHAEL NORTON**

Building the Elite Seller

**LISA ELLIS**

AI and Future of Sales Effectiveness

**CHRIS SCHROEDER**

The KPI Illusion: Motivating the Right Sales Behaviors with Data-Driven Scorecards

**SARAH KODAEK**

How Clients are Winning with Sandler

5:00 PM
SUMMIT HAPPY HOUR & NETWORKER
Enjoy appetizers and cocktails by the pool.

7:00 PM
MIAMI & SANDLER UNIVERSITY CLIENT DINNER
Join us on a yacht for our client dinner.

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SALES PERFORMANCE

LEADERSHIP

TECH ENABLED SALES

ENTERPRISE

8:45 AM



EMILY SHAW
All Prospects Lie All the Time....Unless They Don't Have To

9:25 AM



DRAGÁN VOJVODIĆ
The Power of Presence: Staying Focused and In Control in Sales Conversations

10:20 AM



CHRIS MCDONALL
Know Your Buyer: Selling to the Person Behind the Persona

11:00 AM



MIKE JONES
The Devil is in the Details



TOM NIESEN
The CEO's Most Important Hour of the Month: The Pipeline Meeting



NIGEL DUNAND
You're Hired! Now What.... Your First 100 Days as a CRO



JIM WILCOX
The Dirty Work of Scaling a Business



BRIAN KAVICKY
Why They Don't Do What You Train Them To Do



JORDAN LEDWEIN
The AI-Powered Sales Brain: The Next Generation of Sales Technology



MIKE CRANDALL
How to Build Trust in an AI Age



SUNSHINE LEVIN
AI and the Future of Sales Efficiency



EMILY DAVIDSON
Beyond The Funnel: How Sales, Marketing & Customer Success Drive Growth Together



SOFIA RODRIGUEZ
The Importance of Coaching in Sales



SETH MARRS
Delivering ROI on your Sandler Investment

12:30 PM



The Comfort of Discomfort

Glenn Mattson

Mattson Enterprise, Inc.

1:20 PM



Consistency as a Superpower: The Hidden Edge of Top Performers

John Rosso

Peak Performance Partners, LLC.

2:10 PM



The Human Code in the Age of AI Sales

Berkeley Harris

Sandler Bristol UK

3:00 PM



Keynote Speaker

Gregory Offner

Author, Workforce Strategist, Award-Winning Speaker