

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



Sandler Miami Agenda: MARCH 17, 2026

SALES PERFORMANCE

LEADERSHIP

TECH ENABLED SALES

ENTERPRISE

2:00 PM



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



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



EMILY YEPES
It's What You Know That Hurts You



MICHAEL NORTON
Building the Elite Seller

2:40 PM



TIM GOERING
The Psychology Behind the 30-Second Commercial



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



CHRIS DROUIN
Leveraging AI and Human Connection for Next-Level Sales Success



LISA ELLIS
AI and Future of Sales Effectiveness

3:30 PM



JAMES ABRAHAM
The Signal vs Noise: The Hidden Variable to Success



CHRIS KELLY
The Accountability Paradox: How Pressure Can Undermine Performance



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



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

4:10 PM



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



ALANA NICOL
From Capes to Coaching: Leading Like a True Superhero



JEFF BOROVITZ
Burn the Playbook: Old School Hustle Meets New School Tech



SARAH KODADEK
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.



Sandler Miami Agenda: MARCH 18, 2026

SALES PERFORMANCE

LEADERSHIP

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ENTERPRISE

8:45 AM



EMILY SHAW

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



TOM NIESEN

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



JORDAN LEDWEIN

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



SUNSHINE LEVIN

AI and the Future of Sales Efficiency

9:25 AM



DRAGAN VOJVODIC

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



NIGEL DUNAND

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



MIKE CRANDALL

How to Build Trust in an AI Age



EMILY DAVIDSON

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

10:20 AM



CHRIS MCDONALL

Know Your Buyer: Selling to the Person Behind the Persona



JIM WILCOX

The Dirty Work of Scaling a Business



SOFIA RODRIGUEZ

The Importance of Coaching in Sales

11:00 AM



MIKE JONES

The Devil is in the Details



BRIAN KAVICKY

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



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