

SCHEDULE AT A GLANCE



2012 Home Furnishings Industry Conference



SUNDAY MAY 6

- 7:00 am Industry Golf Tournament
- 5:00 pm Opening General Session
- 6:45 pm Welcome Reception & Dinner
- 9:00 pm After Party in the Late Night Lounge

MONDAY MAY 7

- 7:15 am Breakfast in the Showcase
- 9:30 am Gaining the Edge in Business
- 10:30 am After Session Discussion
- 12:15 pm Lunch with Best Idea Bonanza
- 2:00 pm Breakouts Round One
 - Shut Up Already
 - Maximizing the Selling Moments
 - Social Media: What's the Big Deal?
 - Cutting Edge Sales and Operational Tools
 - How to Attract More Clients Easily & Effortlessly
 - Screw the Conversion Rate
- 3:40 pm Breakouts Round Two
 - The Evolution of a Blog
 - Pendulum
 - The Experience Economy: Events that Excite
 - The Power of a Facebook Fan
 - Consultative Selling in the Bedding World
 - FUTURELOOK: Key Sales & Marketing Trends 2012
- 5:00 pm Let's Make a Deal Product Bonanza
- 6:00 pm Reception in the Showcase
- 7:00 pm Experience the Desert Dining Landscape
- 9:00 pm After Party in the Late Night Lounge

TUESDAY MAY 8

- 7:15 am Breakfast in the Showcase
- 9:30 am Gaining the Edge in Business
- 10:45 am Breakouts Round Three
 - Maximizing the Selling Moments
 - Turning Strangers into Customers
 - Geeked Out with John McCloskey
 - FUTURELOOK: Key Business Trends 2012
 - The Ultimate Balancing Act
 - Consultative Selling in the Bedding World (Repeat)
- 12:15 pm Lunch & Networking
- 1:45 pm Breakouts Round Four
 - Geeked Out with John McCloskey (Repeat)
 - Where do you Want to be One Year from Now
 - Co-Created: Four Winning Sessions Repeat from Day One
- 3:15 pm Closing General Session
- 6:00 pm Industry Reception
- 7:00 pm Living the Dream—
An Old Hollywood Red Carpet Experience

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