

9th Annual International Franchise Brokers Conference & Expo 2017 Conference Schedule

Sunday, November 12, 2017		
Time	Event	Location
6:00pm - 9:00pm	Exhibitor Move-In	Ballroom AB
6:00pm - 9:00pm	Registration	Reg. Desk AB
Monday, November 13, 2017		
Time	Event	Location
6:30am - 9:30am	Breakfast Buffet (for hotel guests under the group code only)	Café Matisse
8:00am - 9:00am	Registration	Reg. Desk AB
9:00am - 10:00am	Opening Session	Ballroom CD
10:00am - 10:15am	Break	
10:15am - 11:15am	Keynote Speaker Troy Hazard Presenting "Purpose, Passion, People & Profit"	Ballroom CD
11:15am - 11:30am	Break	
11:30am - 12:30pm	Networking Lunch	Ballroom Foyer C
12:30pm - 12:45pm	Break	
12:45pm - 2:00pm	Exhibitor Networking	Ballroom AB
2:00pm - 2:15pm	Break	
2:15pm - 3:30pm	Exhibitor Networking	Ballroom AB
3:30pm - 3:40pm	Break	
3:40pm - 4:30pm	Franchisor Super Session with Troy Hazard (for our Franchisors) "Evolution of a Leader"	Salon 13
3:40pm - 4:30pm	FBA Shark Tank Session (Sponsors and Brokers)	Ballroom CD
4:30pm - 6:00pm	Break	
6:00pm - 8:00pm	Cocktail Reception	3Nine Night Club

Tuesday, November 14, 2017

6:30am – 8:30am	Breakfast Buffet (for hotel guests under the group code only)	Café Matisse
8:30am - 9:30am	CFB Course “The Science of Turning Tire Kickers Into Buyers” with Rebecca Monet	Salon 13
8:30am - 9:30am	CFB Course "Selling the BIG Ones: Understanding Master Franchising" with Anita Best	Salon 14
9:30am - 9:45am	Break	Salon 13
9:45am - 11:00am	Exhibitor Networking	Ballroom AB
11:00am - 11:15am	Break	
11:15 am - 12:15pm	Exhibitor Networking	Ballroom AB
12:15pm - 1:15pm	Networking Lunch	Ballroom CD
1:15pm - 1:30pm	Break	
1:30pm - 2:30pm	CFB Course "Digital Marketing : Evolution or Extinction" with Chris Wall	Salon 13
1:30pm - 2:30pm	CFB Course "Why You Lost that Last Deal and How to Bring it Back to Life" with Eric Shulman	Salon 14
2:30pm - 2:45pm	Break	
2:45pm - 3:45pm	CFB Course “Trust: Your Most Valuable Business Commodity” with Rebecca Monet	Salon 13
2:45pm - 3:45pm	CFB Course "How to Negotiate for Your Client When They Say Nothing is Negotiable" with Eric Riess	Salon 14
3:45pm – 4:00pm	Break	
4:00pm - 5:00pm	Broker Speed Networking	Ballroom CD
1:00pm - 6:00pm	Exhibitor Move-Out	Ballroom AB
5:00pm - 7:00pm	Break	
7:00pm - 9:00pm	Awards Dinner sponsored by FASTSIGNS	Ballroom CD
9:00pm - 11:00pm	Broker Appreciation Party	Mezzanine Terrace

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Wednesday, November 15, 2017

Time	Event	Location
6:30am - 8:00am	Breakfast Buffet (for hotel guests under the group code only)	Café Matisse
8:00am - 8:50am	CFB Course "Emerging Brands: The Future of Franchising" with Paul Segreto	Salon 13
8:00am - 8:50am	CFB Course ""TieIT Training & Support" with Jessica Rawlley and Rich Ashe	Salon 14
8:50am - 9:00am	Break	
9:00am - 9:50am	CFB Course "Increase Placements by Creating Greater Engagement and Reducing Fear" with Larry Carnell	Salon 13
9:00am - 9:50 am	CFB Course "The Five Ways Data Helps You Close More Deals" with Jeff Lefler	Salon 14
9:50am - 10:00am	Break	
10:00am - 11:30am	Panel of Experts	Ballroom CD
11:30am - 12:00pm	Closing Session	Ballroom CD

*Times and locations are subject to change. Final schedule will be given to attendees upon arrival at the event.