

Dental		
Monday, February 4, 2019		
Time	Subject	Location
<p>Meeting Dress Code: Monday Welcome Reception - Casual Meetings - Business Casual Tuesday Awards Dinner - Semi Formal Wednesday Off-Site Activity - Casual, athletic wear, indoor sand court</p>		
11:00am - 6:00pm	Please stop by the Torrey's Peak Room, 2nd floor, to receive your name badge and welcome gift - See you there!	Torreys Peak, 2 nd Floor
8:00am - 6:00pm	<p>IT Action Required: Please bring your laptop charged and POWERED OFF with your business card and cell phone number securely attached. You will receive a text as soon as your system is updated, AND it will be noted on the board outside of the IT room. Upgrades will be completed in order of arrival unless you have already advised IT. Sales Force will receive laptops no later than Thursday.</p>	Maroon Peak, 2 nd Floor
6:50pm - 10:00pm Dinner served 7-9pm	<p>Welcome Reception Dinner + Fun Please meet in hotel lobby at 6:50pm; group will walk to Lucky Strike which is located 1.5 blocks from the Grand Hyatt Denver. Attendees who miss this timeframe may arrive on their own.</p>	<p>Lucky Strike 500 16th Street 3rd level Denver Pavilions Shopping Ctr</p>
Tuesday, February 5, 2019		
6:45am - 7:50am	<p>BREAKFAST Breakfasts and lunches served on the 38th floor of the Atrium Tower located in building across from the hotel. Proceed through main lobby doors to next building, elevators located to your left.</p>	<p>Capital Peak Ballroom, 38th Floor – Atrium Tower Pinnacle Club</p>
8:00am - 9:45am	Welcome to the 2019 Commercial Summit General Session	Colorado Ballroom, 2 nd Floor
9:45am - 10:10am	BREAK	Colorado Foyer, 2 nd Floor
Dental Breakout		
10:15am - 11:30am	Ted Kehagias + Stephanie Woeste – Celebrating Success in 2018 and Growing in 2019!	Aspen Ballroom, 2 nd Floor
11:30am - 12:30pm	LUNCH – World Vision Caregiver Hygiene Kit Assembly	<p>Capital Peak Ballroom, 38th Floor – Atrium Tower Pinnacle Club</p>
12:40pm - 2:40pm	Regional Meetings Hall Buettner Shepard	<p>Mt Columbia, 3rd floor Mt Oxford, 3rd floor Mt Yale, 3rd floor</p>
12:40pm - 2:40pm	JJ Rogers, Megan Winner + Kelly Evers – Configurator Training – Blythe + Focke regions	Aspen Ballroom, 2 nd Floor
2:40pm	Reminder – Blythe and Focke regions to drop off their laptops after the 12:40pm Configurator Training	Maroon Peak, 2nd Floor

2:40pm - 2:55pm	BREAK	Colorado Foyer, 2 nd Floor
3:00pm - 5:00pm	Regional Meetings Focke Blythe	Mt Columbia, 3 rd floor Mt Oxford, 3 rd floor
3:00pm - 5:00pm	JJ Rogers, Megan Winner + Kelly Evers – Configurator Training – Buettner, Hall + Shepard regions	Aspen Ballroom, 2 nd Floor
	AWARDS EVENING	
5:45pm - 6:30pm	Networking + Cocktails	Colorado Foyer, 2 nd Floor
6:30pm - 7:00pm	Awards Presentation – Part I	Colorado Ballroom, 2 nd Floor
7:15pm - 11:00pm	Dinner Awards Presentation – Part II <i>Dress is semi-formal, jacket & tie required</i>	
Wednesday, February 6, 2019		
6:45am - 7:40am	BREAKFAST	Capital Peak Ballroom, 38 th Floor – Atrium Tower Pinnacle Club
7:45am - 8:05am	Octavio Casado + Justin DiFilippo – Rookie Skit	Aspen Ballroom, 2 nd Floor
8:15am - 8:45am	Mike Walker – Quality Updates	
8:45am - 9:30am	Russ Shepard + Cory Spencer – Strategic Accounts	
9:30am - 10:30am	Tom Angeloni + Ben Stewart, Bank of America Practice Solutions – What to Look for in the Dental Lending Landscape	
10:30am - 10:45am	BREAK	Colorado Foyer, 2 nd Floor
10:50am - 12:20pm	Penny McKenna + Scott Lawrence – Imaging Specialists + Hybrid Reps Software Training: 3rd party, PI, Device Suite	Grays Peak A and B – Grand Hyatt Conference Ctr, 2 nd Floor (same tower as meals)
10:50am - 11:35am	Kevin Stringer – Online Parts Store	Aspen Ballroom, 2 nd Floor
11:35am - 12:20pm	Dr. Tom Schwieterman – Dentistry + Medicine	
12:20pm - 1:10pm	LUNCH	Capital Peak Ballroom, 38 th Floor – Atrium Tower Pinnacle Club
1:15pm - 1:40pm	Penny McKenna – Imaging Specialists + Hybrid Reps Marketing Brainstorm / Project Prioritization	Grays Peak A and B – Grand Hyatt Conference Ctr, 2 nd Floor (same tower as meals)
1:15pm - 1:45pm	Dan Mattocks + Conner Crisp – Leveraging Your Service Techs	Aspen Ballroom, 2 nd Floor
1:45pm - 2:15pm	Christian Clasen – Using Sales Tools to Increase Your Flow Business	Aspen Ballroom, 2 nd Floor
1:40pm - 2:25pm	Mark Greenwood – Imaging Specialists Breakout Session (without Hybrid Reps) X-Ray Principles	Grays Peak A and B – Grand Hyatt Conference Ctr, 2 nd Floor (same tower as meals)
2:25pm - 4:05pm	Mark Greenwood – Imaging Specialists Breakout Session (without Hybrid Reps) Dr. Scarfe – Panoramic 101 Video Series	Grays Peak A and B – Grand Hyatt Conference Ctr, 2 nd Floor (same tower as meals)
2:15pm - 2:45pm	Stephanie Woeste + Sarah Seaton – Marketing Programs	Aspen Ballroom, 2 nd Floor
2:45pm - 3:00pm	BREAK	Colorado Foyer, 2 nd Floor Grays Peak Hallway, 2 nd Floor

3:05pm - 3:45pm	Matt McLaughlin – How to compete against entry level operatory competitors	Aspen Ballroom, 2 nd Floor
3:45pm - 5:15pm	Sarah Seaton + Joyce Moore – Steri-Center 101 Steven Kubler + Susan Flynn – 3M Infection Prevention	Aspen Ballroom, 2 nd Floor
4:00pm - 4:40pm	Mark Greenwood – Imaging Specialists Breakout Session (without Hybrid Reps) CBCT Dental X-ray Fundamentals	Grays Peak A and B – Grand Hyatt Conference Ctr, 2 nd Floor (same tower as meals)
4:40pm - 5:00pm	Bill Zulauf – Imaging Specialists Breakout Session (without Hybrid Reps) CBCT Dealer Focus Group Summary	Grays Peak A and B – Grand Hyatt Conference Ctr (same tower as meals)
6:00pm - 11:00pm	Dodgeball Tournament Transportation departing at 6:00 and 6:15pm – use side hotel entrance, off Welton Street. This is a casual indoor event involving some fierce, yet friendly competition. Facility contains an indoor sand court, please dress accordingly. (see www.midmark/cs.com for additional details)	The Island 2233 South Geneva St Denver, CO 303.745.2255
Dinner served 7-9pm Transportation available at 9pm for those who wish to depart facility and return to hotel. Remaining attendees will depart at 11pm.		

Thursday, February 7, 2019

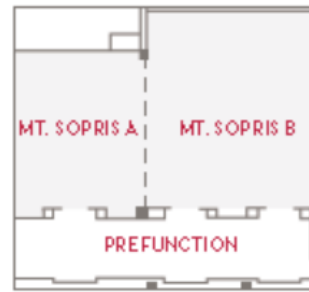
6:45am - 7:40am	BREAKFAST	Capital Peak Ballroom, 38 th Floor – Atrium Tower Pinnacle Club
7:45am - 8:05am	Cory Spencer + Jason McKinley – Rookie Skit	Aspen Ballroom, 2 nd Floor
8:15am - 8:30am	Ted Kehagias – Welcome	
8:30am - 9:30am	Tom Evans + Scott Smith – Ergonomics	
9:30am - 10:00am	Drew Rivers – Building Your Imaging Pipeline	
10:00am - 10:15am	BREAK	Colorado Foyer, 2 nd Floor
10:20am - 11:30am	Sarah Seaton, Penny McKenna + Leah Knapke – Marketing Updates + Sales Performance Awards	Aspen Ballroom, 2 nd Floor
11:30am - 12:00pm	Raffle + Wrap Up	
12:00pm	Box lunches available for departing teammates	Aspen Foyer
12:15pm - 2:00pm	Challenger Training Participants – LUNCH + Break	Capital Peak Ballroom, 38 th Floor – Atrium Tower Pinnacle Club
2:00pm - 5:30pm	Challenger Training - Sales Leadership + Marketing Only	Crystal Peak A, 38 th Floor – Atrium Tower Pinnacle Club
6:30pm	Group Dinner	Avelina 1550 17 th St Denver, CO 80202 720.904.6711

Friday, February 8, 2019

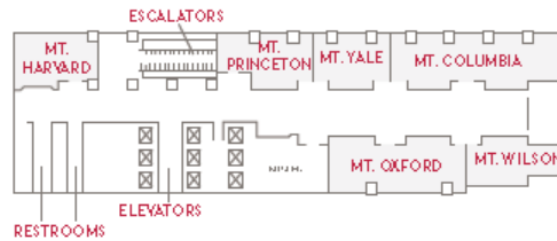
7:00am - 7:50am	BREAKFAST	Capital Peak Ballroom, 38 th Floor – Atrium Tower Pinnacle Club
8:00am - 11:30am	Challenger Training - Sales Leadership + Marketing Only	Crystal Peak A, 38 th Floor – Atrium Tower Pinnacle Club
11:00am - 12:30pm	Box lunches available for pick up in lobby - departures from hotel	Hotel Lobby

Conference Room Layouts

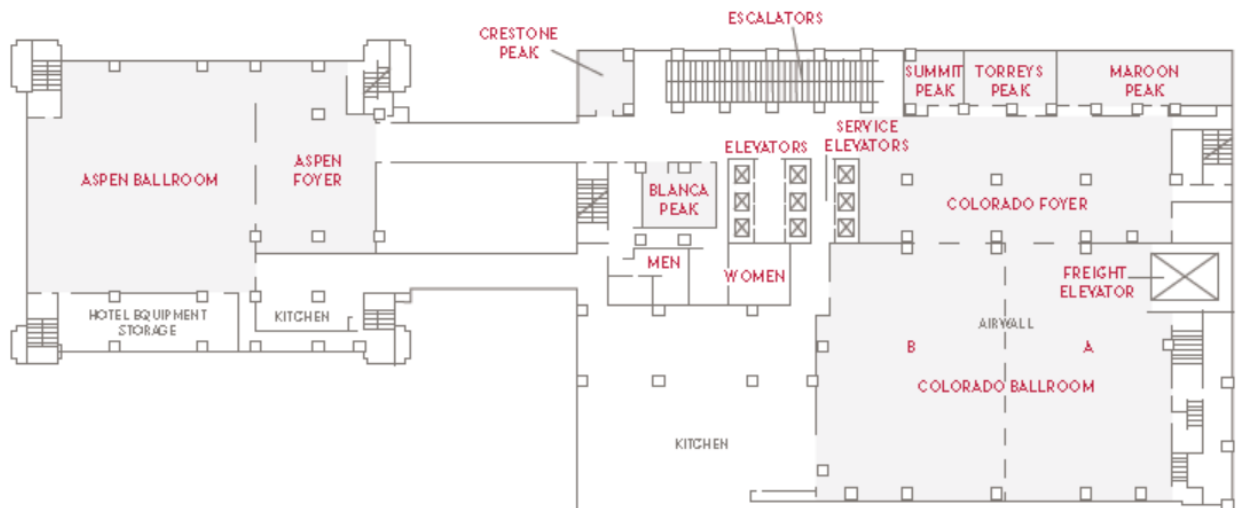
Lobby Level



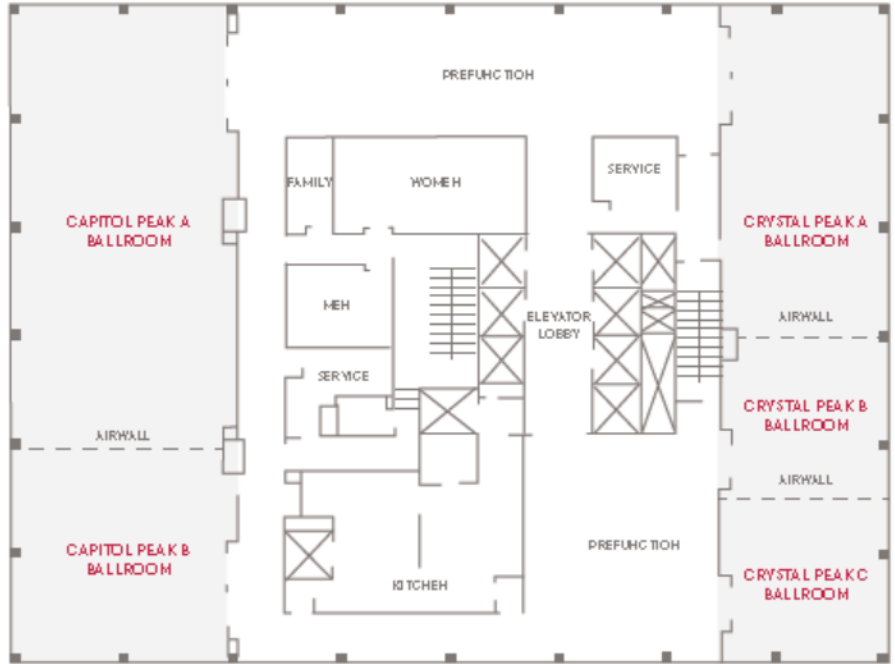
3rd Floor



2nd Floor



Atrium Tower
Pinnacle Club—38th Floor



Grand Hyatt Conference Center—2nd Floor

