



Practice Management Agenda



9:00 – 9:30	Welcome and Introductions
9:30 – 9:50	The State of the Industry
9:50 – 10:00	<i>Break</i>
10:00 – 10:50	Build a High-Performance Team
10:50 – 11:00	<i>Break</i>
11:00 – 11:50	Maximize the Sales Process
11:50 – 12:00	<i>Break</i>
12:00 – 12:30	<i>Lunch</i>
12:30 – 1:20	Deepen Client Relationships
1:20 – 1:30	<i>Break</i>
1:30 – 2:20	Optimize Operations
2:20 – 2:30	<i>Break</i>
2:30 – 3:20	Lead with Purpose
3:20 – 3:30	<i>Break</i>
3:30 – 4:00	Implement Your Plan
4:00	<i>Optional Cocktail Hour</i>