

#### MONDAY AUGUST 12, 2024 1:30 PM - 2:30 PM

Tips From an Impatient Sales Lady

## **LOCATION** Ballroom

Learn how to maximize your sales cycle through planning, presentation and predictability – three practices to help and minimize time in the sales cycle. Learn about impatience in sales and how to seize the moment with your responsiveness and urgency on potential or existing customers and build a strong foundation for a long and fruitful relationship.





Angie Barnes Executive Vice President of Sales, NAVCO

MONDAY AUGUST 12, 2024 2:30 PM - 3:00 PM

**Networking Break** 

MONDAY AUGUST 12, 2024 3:00 PM - 4:00 PM

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### Selling Sustainability: A Lesson in Adaptive Leadership

Ballroom

SPEAKER



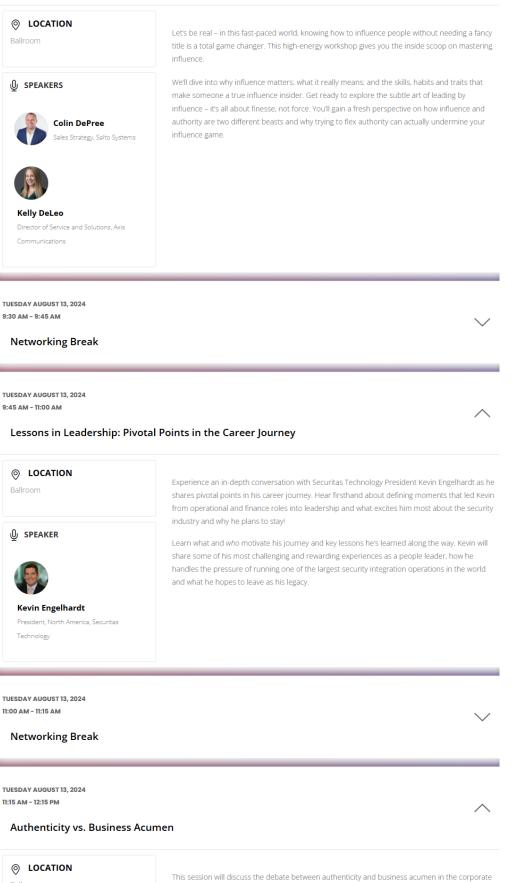
Amy Musanti Director of Sustainability, ASSA ABLOY When everyone at the table cares about something different, how do we get them to also care about sustainability? How can we influence buying decisions based on responsible products and energy-efficient security solutions?

This session will provide a state of the union for sustainability in the security industry. By understanding our key stakeholders' needs, we can utilize the foundations of adaptive leadership to frame sustainability as a strategic business enabler in our market. This session – hosted by a sustainability professional who also happens to be a university professor of organizational leadership – will explain the importance of sustainability and how to encourage deliberate decision making through research-based principles of adaptive leadership.

MONDAY AUGUST 12 4:00 pm - 4:15 pm Announcen		$\sim$
Veterans Network	MONDAY AUGUST 12, 2024 7:00 PM - 9:30 PM Monuments by Moonlight Tour (Sponsored by ASSA ABLOY etwork)	$\sim$
NAVCO	TUESDAY AUGUST 13, 2024 7:30 AM - 8:30 AM Breakfast, (Sponsored by NAVCO)	$\sim$

#### TUESDAY AUGUST 13, 2024 8:30 AM - 9:30 AM

#### The Influence Insider's Playbook: Mastering the Art Without Authority



#### SPEAKER



Integration Sales Consultant, Allegion Canada world. Authenticity is about being true to oneself, while business acumen refers to navigating the complexities of the business world. Attendees will hear how authenticity and business acumen can coexist and enhance each other.

Authenticity encourages genuine connections, trust and collaboration in the workplace. It empowers individuals to express their creativity and innovation, leading to breakthrough solutions, and inspires loyalty, engagement and higher job satisfaction. However, authenticity alone is not enough. Business acumen provides the foundation for success by equipping us with the knowledge and skills to make informed decisions and drive growth and adapt to changing market dynamics. When authenticity and business acumen come together, we become knowledgeable, skilled, inspiring and relatable leaders.

TUESDAY AUGUST 13, 2024 12:15 PM - 1:15 PM

Lunch

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# Diversity, Equity and Inclusion (DE&I) Panel: Fostering Inclusive Communities

#### **Û** SPEAKERS

Keyser Santana

Global Security Strategy and Business Execution Leader, Pratt & Whitney



Jack Suwanlert Head of Security Operations Center and





Alyssa Nayyar Director, Chief of Staff, Sibylline Americas



Arian Avila Vice President, Security Operations + Solutions, Global Workplace Services.

TUESDAY AUGUST 13, 2024 2:15 PM - 2:45 PM Networking Break	~
TUESDAY AUGUST 13, 2024 2:45 PM - 4:00 PM Debate: Mobile vs. Physical	~
<b>⊘ LOCATION</b> Ballroom	
SPEAKERS Lindsay Martin-Nez CEO, BadgePass	
Melissa Stenger Chief Strategy Officer, Wavelynx	

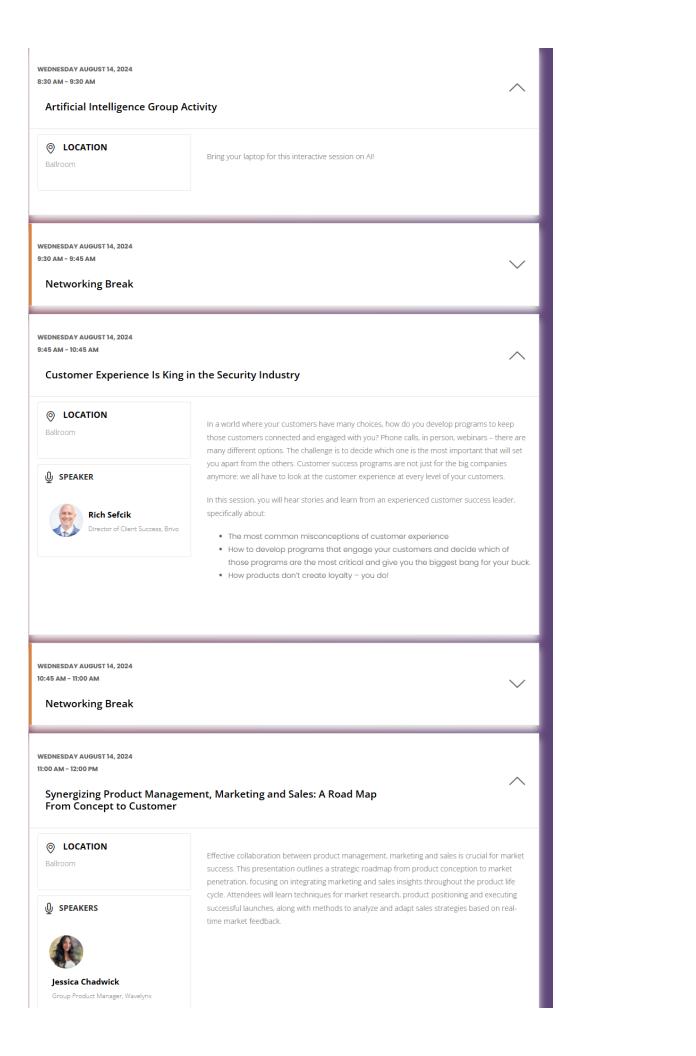
This panel features industry trailblazers who have championed DE&I initiatives both within nationally known companies and in their own communities. Hear their success stories, discover new perspectives and engage in candid discussions regarding culturally critical topics. Attendees will also have the opportunity to participate in real-time Q&A, contributing their viewpoints to shape a more inclusive future.

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#### Announcements

	тиездау August 13, 2024 6:00 рм – 8:30 рм Kickball on the National Mall (Sponsored by Salto Systems)	$\sim$
WEDNESDAY AUGUS 7:30 AM - 8:30 AM Breakfast	T 14, 2024	$\sim$





### Matt Winn

Vice President of Communications, HID Global



Zachary Brackett Sales and Design Professional, Pref-