

UID 2017

A Full Serving of Innovation and Excellence



MARCH 5-8, 2017 JW MARRIOTT INDY INDIANAPOLIS, INDIANA

SUNDAY, MARCH 5, 2017

- 001 Finding the Balance in Branch Management: People, Product and Profitability (a.m.)
- 002 The Foundations of Leadership, They KNOW it when They SEE it (p.m.)
- 003 Feedback with Impact (a.m.) **NEW**
- 004 Know More! Selling (p.m.)
- 005 SWAT Team Selling – Leading Your Team to a Competitive Advantage
- 006 Creating a Competitive Distinction
- 007 Crossing the Chasm from Lifestyle Management to Professional Management (a.m.)
- 008 Managing in Turbulent Times (p.m.)
- 009 Differentiating Your Distribution Company – A Winning Strategy
- 010 How Do They Do That: Secret Tech Weapons for Work and Home (a.m.)
- 011 Women Mean Business (p.m.) **NEW**

MONDAY, MARCH 6, 2017

- 012 Preparing for 2020: The Manager's Guide to Dealing with the New Workplace (a.m.)
- 013 Decide: Work Smarter, Reduce Your Stress, and Lead by Example (p.m.)
- 014 Leaders are not Born. They are Built. (a.m.)
- 015 Branch & Operations Effectiveness for Distributors – Part 1 (p.m.)
- 016 Improving the Bottom Line
- 017 Inside Sales 101 (a.m.)
- 018 The Power of the Spoken Word (p.m.)
- 019 Mergers & Acquisitions: How They Affect the Competitive Landscape (a.m.)
- 020 Big Data Analytics for Wholesale-Distributor (p.m.) **NEW**
- 021 Proving Total Cost Savings
- 022 Mastering the Five Most Critical Skills for Selling Success

TUESDAY, MARCH 7, 2017

- 023 Branch & Operations Effectiveness for Distributors – Part 2 (a.m.)
- 024 Stop Marketing Like It's 1999! (p.m.)
- 025 Sales Performance for Distributors
- 026 How to Get Paid for Service Value
- 027 Planning & Managing the Distributorship for Greater Profits
- 028 Hiring the Right Salespeople (a.m.)
- 029 Improving Profitability Thru Joint Sales Calls (p.m.)
- 030 Value – Added Selling
- 031 Shift Happens: How to Build an E-Commerce Platform for Distribution and Wholesale (a.m.)
- 032 The Power of Focus: Strategic Planning for Distributors (p.m.)

WEDNESDAY, MARCH 8, 2017

- 033 Personnel Productivity Improvement
- 034 Creating a Winning Marketing Plan (a.m.)
- 035 Increasing Your Sales Force's 'EQ' (p.m.)
- 036 Negotiation Skills for Distributors
- 037 New Process of Distribution Sales Management
- 038 Managing the Account Portfolio (a.m.)
- 039 Vital Planning Disciplines for Sales Professionals (p.m.)
- 040 Troubleshooting Inventory Replenishment (a.m.)
- 041 Effective Warehouse Operations (p.m.)
- 042 Marketing Strategies (a.m.)
- 043 Pricing Strategies (p.m.)

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innovative  distribution
Educating the Supply Chain

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