

**Biz Con Conference Schedule: October 1, 2011**

6:30 to 8:00 AM <i>Exhibitor Set Up</i>		Your \$45 admission includes coffee & snacks, exhibit area & presentations, your choice of 4 workshops, lunch, table talks, keynote, networking, plus \$20 off new or renewed membership in the Greater Peterborough Chamber of Commerce.			
8:00 to 9:20 AM <i>Registration; Visit Exhibitors; Network; Café Sequoya (coffee &amp; snacks)</i>					
8:40 to 8:50 AM <i>Exhibit Area Presentation: Boston Partners (Look for Gold Sponsor Balloon)</i> 9:00 to 9:10 AM <i>Exhibit Area Presentation: Annie Card Creative Services (Look for Gold Sponsor Balloon)</i>					
9:20 AM	<b>Welcome – in Exhibit Area</b>				
<b>9:30 AM-Room 101</b> <i>Use Community Newspapers to Grow Your Business – Heather McKernan &amp; Team</i>	<b>9:30 AM-Room 102</b> <i>Business Succession Planning – Tammy Richards</i>	<b>9:30 AM-Room 103</b> <i>Social Business: Empowering Employees &amp; Enchanting Customers – Lisa Sieverts, Liz Sumner</i>	<b>9:30 AM-Room 104</b> <i>Cloud Computing: What Is It and How Can It Help Your Small Business? – Tom Strickland</i>	<b>9:30 AM-Room 105</b> <i>Introduction to Facebook for Small Businesses – Joanne Randall</i>	<b>9:30 AM-Room 106</b> <i>How to Grow Your Business in a Recession – Walter Wise</i>
10:30 <i>Visit Exhibits &amp; Network</i>					
10:35 to 10:45 <i>Presentation in Exhibit Area: Boston Partners (Gold Balloon)</i>					
10:45 to 10:55 <i>Presentation in Exhibit Area: Annie Card Creative Services (Gold Balloon)</i>					
<b>11:00 AM-Room 101</b> <i>What You Need to Know Before You Hire Your First Sales Rep – Jon Anderson</i>	<b>11 AM-Room 102</b> <i>Influence – How to Get it and Leverage It – Web, Blog, Mobile, Social – Pamela Gleeson</i>	<b>11 AM-Room 103</b> <i>5 Ways to Put WOW in Your Content – Sharon Bailly</i>	<b>11 AM-Room 104</b> <i>Business Finance: Lender Advice – John Hamilton, Bob Edwards</i>	<b>11 AM-Room 105</b> <i>Eating Your Elephant One Bite at a Time (Time Management) – Paula Mathews</i>	<b>11 AM-Room 106</b> <i>High Octane Teams: 5 Techniques to TurboCharge Performance – Michael Charney</i>
Noon <i>Lunch &amp; Facilitated Table Talks: Attendees and Speakers Share Ideas, Network, Q&amp;A – in Exhibit Area</i>					
1 PM <i>Keynote Speaker: Mark Robinson, “The A-W-W-W Factor” – in Exhibit Area</i>					
<b>2 PM-Room 101</b> <i>How to Give Dynamic Presentations – Jim Grant</i>	<b>2 PM-Room 102</b> <i>Disaster Prevention &amp; Recovery – Kit Rautio, John Roche, Mike Hoiriis</i>	<b>2 PM-Room 103</b> <i>Is Your Handshake Working For You or Against You? (Networking) – Armand Hebert</i>	<b>2 PM-Room 104</b> <i>Beyond Facebook &amp; Twitter – Christine Halvorson</i>	<b>2 PM-Room 105</b> <i>Value Stream Mapping: Lower Costs, Higher Quality, Greater Customer &amp; Employee Satisfaction – Cynthia Stuart, Jane T. Wilson</i>	<b>2 PM-Room 106</b> <i>Employment Basics from Hiring to Firing and an Overview of Common Issues – Chris Pyles</i>
2:55 <i>Visit Exhibits &amp; Network</i>					
<b>3:15 PM-Room 101</b> <i>Avoid a \$400,000 Mistake (Human Resources) – Roy Matheson</i>	<b>3:15 PM-Room 102</b> <i>Save Time &amp; Money – Check Out Your Financial Barometer with Quickbooks® – Pam Doyle</i>	<b>3:15 PM-Room 103</b> <i>3 Things You Can Do To Improve Your Internet Marketing This Week – Mike Hoefer</i>	<b>3:15 PM-Room 104</b> <i>Building a High Performance Sales System for your Company – Richard Snowden</i>	<b>3:15 PM-Room 105</b> <i>The Pro’s of Conflict – Richard Dufresne</i>	<b>3:15 PM-Room 106</b> <i>Marketing Is a Marathon – Annie Card</i>
4:15 <i>Visit Exhibits</i>					