



**CONRAD
HOTEL**

**MAY 16-18
2012**

It's the culmination of a winning year!

AGENDA

TUESDAY MAY 15 2012

11:45 AM	ALL THINGS SPORTS TOUR (LUCAS OIL STADIUM, ETC.) <i>Meet in hotel lobby</i>
1:30 PM	GOLF AT BRICKYARD CROSSING <i>Meet in hotel lobby</i>
2:00PM -5:00 PM	REGISTRATION IN HOTEL LOBBY
5:30PM to 7:00 PM	WELCOME RECEPTION - Beverages & Hors d'oeuvres <i>Sponsored by HRAnswerLink</i>





WEDNESDAY MAY 16 2012

8:00-9:00 AM	BREAKFAST & REGISTRATION <i>Sponsored by Shutter Finance</i>
9:00 AM	WELCOME Tim Troxel - President of Adaptasoft
9:10 AM	TOUCHDOWN SPONSOR PRESENTATION
9:30 AM	A LOOK AT THE COMING SEASON <i>Product Development Update / Vision for Adaptasoft and how it affects you</i> Tim Troxel - President of Adaptasoft
10:45 AM	TIMEOUT
11:00 AM	SALES/MARKETING PANEL
11:50 AM	1ST AND 10 SPONSOR PRESENTATIONS
12:00 PM	HALFTIME <i>Sponsored by Swipeclock</i>
1:30 PM	16 CHARACTERISTICS OF GREATNESS <i>Keynote Session</i> Don Yaeger, Author - Consultant, Owner of 180 Communications
2:30 PM	1ST AND 10 SPONSOR PRESENTATIONS
2:45 PM	TIMEOUT
3:00-4:00 PM	DRILLS
4:00-5:00 PM	LEARNING THE PLAYBOOK <i>How to have success using available help systems to solve software questions.</i>
5:00 PM	<i>Change in to your favorite NFL team fan gear and join us for the ...</i>
5:30-9:30 PM	SUPERBOWL PARTY – meet in lobby at 5:15 for bus ride <i>At the exclusive Quarterback Suite in Lucas Oil Stadium. Food, games, prizes!</i> <i>Sponsored by Palitto Consulting Services</i>



THURSDAY MAY 17 2012



8:30-9:30AM	BREAKFAST <i>Sponsored by InterceptEFT</i>																									
9:30 AM	A NEW LOOK AT LEADING & MANAGING PAYROLL Martin Armstrong - Senior Director, Payroll Shared Services at Time Warner Cable																									
10:10 AM	1ST AND 10 SPONSOR PRESENTATIONS																									
10:45AM	TIMEOUT																									
11:00 AM	RUNNING A CLEAN PROGRAM <i>Ethical decision making and internal controls</i> Chuck Gallagher, business ethics and fraud prevention expert																									
12:30PM	HALFTIME <i>Lunch sponsored by The Hartford & AP Intego</i>																									
1:45PM	OPERATIONS PANEL																									
2:45PM	TIMEOUT																									
3:00PM -5:25PM	BREAKOUT SESSIONS - Sales, Marketing, Operations <table border="1"> <thead> <tr> <th>Room</th> <th>Hong Kong</th> <th>Tokyo</th> <th>Singapore A</th> <th>Singapore B</th> </tr> </thead> <tbody> <tr> <td>General Description</td> <td><i>Understanding & Selling HR</i></td> <td><i>Understanding & Selling Time & Attendance</i></td> <td><i>Get found by prospective clients. Tips for improving your Google rankings</i></td> <td><i>You need more than just a backup. What happens if... you get hit by a bus? Power is out for 3 days? Your servers are underwater?</i></td> </tr> <tr> <td>3:00-3:45</td> <td>Selling HR</td> <td>Time & Attendance</td> <td>Search Engine Optimization</td> <td>Disaster Recovery</td> </tr> <tr> <td>3:50-4:35</td> <td>Implementing HR</td> <td>Time & Attendance</td> <td>Search Engine Optimization</td> <td>Disaster Recovery</td> </tr> <tr> <td>4:40-5:25</td> <td>CRM</td> <td>Time & Attendance</td> <td>Search Engine Optimization</td> <td>Disaster Recovery</td> </tr> </tbody> </table>	Room	Hong Kong	Tokyo	Singapore A	Singapore B	General Description	<i>Understanding & Selling HR</i>	<i>Understanding & Selling Time & Attendance</i>	<i>Get found by prospective clients. Tips for improving your Google rankings</i>	<i>You need more than just a backup. What happens if... you get hit by a bus? Power is out for 3 days? Your servers are underwater?</i>	3:00-3:45	Selling HR	Time & Attendance	Search Engine Optimization	Disaster Recovery	3:50-4:35	Implementing HR	Time & Attendance	Search Engine Optimization	Disaster Recovery	4:40-5:25	CRM	Time & Attendance	Search Engine Optimization	Disaster Recovery
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5:30PM	WINE TASTING AT "TASTINGS" <i>\$10 Gift card provided for each attendee. Sponsored by BizActions.</i>																									





FRIDAY MAY 18 2012

8:00-9:00 AM	BREAKFAST <i>Sponsored by Cachet Banq</i>
9:00 AM	SOFTWARE Q&A Adaptasoft Technical Team
10:30 AM	HOW TO MAKE YOUR CLIENTS AND PROSPECTS YOUR BIGGEST FANS Craig Lewis - Payroll Software Consultant, Adaptasoft
11:30 AM	CLOSING REMARKS, GRAND PRIZE GIVEAWAY <i>Win a big screen TV!</i>
11:35 AM	BOX LUNCH

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