

SESSION TOPIC	DATE	TIME	LOCATION
Welcome/Program Overview and Goals	1/28/2020	7:45am - 8:00am	Rollins College Crummer Graduate School of Business
1. The Direct Selling Channel: Unique Aspects and Opportunities for Leaders	1/28/2020	8:00 – 12:00 pm	Rollins College Crummer Graduate School of Business
2. Drive High Performance Culture	1/28/2020	1:00 – 5:00 pm	Rollins College Crummer Graduate School of Business
3. Vision for the Future: A Customer-Centric Approach	1/29/2020	8:00 – 12:00 pm	Rollins College Crummer Graduate School of Business
4. Elements of Innovation, Creativity, and Change	1/29/2020	1:00 – 5:00 pm	Rollins College Crummer Graduate School of Business
5. Enhance the Customer Experience through Data Analytics	Remote	4-hour module	Blended (Remote Learning)
6. Financial Leadership for Company Growth	Remote	4-hour module	Blended (Remote Learning)
7. Ethical and Legal Considerations in Direct Selling	Remote	4-hour module	Blended (Remote Learning)
8. Compensation	Remote	4-hour module	Blended (Remote Learning)

9. Home Office Collaboration with Field Leaders	3/31/2020	8:00 – 12:00 pm	Rollins College Crummer Graduate School of Business
10. Everyone Owns Strategy	3/31/2020	1:00 – 5:00 pm	Rollins College Crummer Graduate School of Business
11. Personal Accountability Commitment Today (PACT) Process Development and Report-outs (a coached exercise)	4/1/2020	8:30 – 4:00pm	Rollins College Crummer Graduate School of Business
Graduation Event	4/1/2020	4:00 – 6:30pm	Rollins College Crummer Graduate School of Business