

SedonaOffice

13TH ANNUAL USERS CONFERENCE

January 12-14, 2015 | Coronado Bay, CA

SUNDAY, January 11, 2015

5:30 7:30 PM

REGISTRATION AND WELCOME RECEPTION

MONDAY, January 12, 2015

8:00 9:00 AM

BREAKFAST

9:00 10:30 AM

State of SedonaOffice

Don Faybrick - Co-Founder, Perennial Software

Michael Marks - Co-Founder, Perennial Software

Partner Presentations

10:30 10:50 AM

BREAK

11:00 12:00 PM

Keynote

Shelley Zimmerman - Chief of Police of the San Diego Police Department

12:00 12:30 PM

Special Presentations

12:30 2:00 PM

LUNCH

	SedonaOffice 101	Power Users	SQL, Queries, Data and Reporting	Technology Training	Executive Track	WeSuite Track
	Constellation B	Constellaion A	Cambria	Aurora	Brittania	Lenore
2:00 2:50 PM	SedonaSetup Basics <i>Laurie Goodrich</i>	Job Planning Module <i>Don Faybrick</i>	GL Reporting Using Excel <i>Jim Lee</i>	Maximizing SedonaSync <i>Brad Swindell</i>	Remaining Great - How to Become ... and Remain ... Great - Part 1 <i>John Jennings</i>	The Sales Workflow Process <i>Arturo Bravo & Tracy Larson</i>
3:00 4:00 PM	All About the Customer Explorer <i>Laurie Goodrich</i>	Job Costing - Accounting Methodology <i>Michael Marks</i>	SedonaAPI <i>Lori Gottschalk</i>	SedonaFSU <i>Panel - Justin DeBaggis</i>	Remaining Great - How to Become ... and Remain ... Great - Part 2 <i>John Jennings</i>	Sales Prospecting Plans Made Easy <i>Tracy Larson & Arturo Bravo</i>

Evening on your own to explore Coronado or the Gaslamp Quarter.

Go to registration desk to sign up for a shuttle time and to pick up your guide to dining options

OR

Join us in the Constellation Ballroom on the second floor for to watch the Ohio State Buckeyes and Oregon Ducks compete for the College Football National Championship. Snacks and beverages will be provided.

SedonaOffice

13TH ANNUAL USERS CONFERENCE

January 12-14, 2015 | Coronado Bay, CA

TUESDAY, January 13, 2015

7:30 9:45 AM

BREAKFAST KEYNOTE

* Please plan on arriving for breakfast buffet so that you will be seated at 8:15 AM for the Breakfast Keynote.

The Power of Understanding People: Leading a High Performance Culture

Dave Mitchell - Speaker and Author

9:45 10:00 AM

BREAK

SedonaOffice 101

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Constellation B

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Cambria

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Brittania

Lenore

10:00 10:50 AM

Accounts Payable <i>Laurie Goodrich</i>	SedonaSync in Action <i>Panel - Brad Swindell</i>	SedonaOffice Database Structure <i>Matt Howe</i>	Vivid CPM <i>Jim Lee, James Briscoe</i>	What is Your Leadership Style? <i>Dave Mitchell</i>	On the Path to Paperless Process <i>Arturo Bravo & Gabry Brodi</i>
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11:00 AM 12:00 PM

Inventory <i>Lisa Gambatese</i>	Service Management <i>Panel - Michael Marks</i>	Using the SedonaOffice Query Builders <i>Jim Mayes</i>	Vivid Flex <i>Jim Lee, James Briscoe</i>	Creating an Inspirational Environment <i>Dave Mitchell</i>	Hidden Treasures - WeEstimate Advanced Configuration <i>Michael Fazio</i>
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12:00 1:30 PM

LUNCH

1:30 2:20 PM

Service Management I <i>Carolyn Johnson</i>	Collections Management <i>Panel - Michael Marks</i>	Learning the Basics: Microsoft SQL Queries <i>Matt Howe</i>	Fleetmatics <i>Adam Restifo</i>	Developing Strategies and Tactics <i>Dave Mitchell</i>	Using Your Data for Business Success <i>Tracy Larson & Gabry Brodi</i>
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2:30 3:30 PM

Service Management II <i>Carolyn Johnson</i>	Integrator Best Practices <i>Panel - Justin Upp</i>	Data Mining Using Microsoft Excel <i>Matt Howe</i>	SedonaOffice Redundancy Options <i>Chris Williams</i>	Advanced Understanding of Applied Cognitive Psychology <i>Dave Mitchell</i>	"Peer Idea Swap Meet" <i>Michael Fazio & Gabry Brodi</i>
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3:30 PM

Fire / Inspection Discussion <i>Rob Baxter</i>

6:00 10:00 PM

COCKTAIL RECEPTION, DINNER PARTY AND ENTERTAINMENT

WEDNESDAY, January 14, 2015

8:00 9:00 AM

BREAKFAST

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9:00 9:50 AM

Job Management I <i>Lisa Gambatese</i>	Rate Increases & RMR <i>Michael Marks</i>	Using Sequel Reporting Services <i>Jim Mayes</i>	WeSuite Linking and Mapping <i>Don Faybrick & Michael Fazio</i>	Buying, Selling or Borrowing <i>CapitalSource and Ron Davis</i>	Quoting (& Selling) from the Web <i>Arturo Bravo & Tracy Larson</i>
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10:00 10:50 AM

Job Management II <i>Lisa Gambatese</i>	Time and Attendance <i>Don Faybrick & Dave Smith</i>	RMR Metrics Using Excel <i>Michael Marks</i>	Bold Integration <i>Bob Bishop</i>	Stand Out from the Competition <i>Chris Petersen</i>	"The Inside Scoop" <i>Tracy Larson & Arturo Bravo</i>
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11:00 AM 12:00 PM

Open Discussion with Don Faybrick and Michael Marks - Perennial Software, Co-Founders

12:00 1:00 PM

LUNCH