

2023 Partner Sales Summit Agenda Summary

Join CenTrak for our second annual Partner Sales Summit, taking place in San Antonio, Texas, from October 3-5. Take advantage of the networking and learning opportunities that will be offered during our three days together, including details on new products, strategies for selling CenTrak as a solution, and so much more.

Tuesday, October 3:

Day 1

Begin the three-day summit on the afternoon of Tuesday, October 3. With a start time of 2:00 PM, you'll have time to explore and enjoy the beautiful resort before jumping into the enriching content of the 2023 Partner Sales Summit. After our opening keynote, take a deep dive into our new product line and hear directly from our product managers. The day ends with a networking reception (dinner and drinks provided).

Wednesday, October 4

Day 2

Start your day with a hot breakfast at 8:00 AM before listening to a customer success story, straight from the customer themselves. Hear from our sales team to learn how we sell success and build upon the customer story from earlier in the day. Additional new products will be launched, and you will have a chance to see the product up close and personal. Enjoy a buffet lunch with your peers before jumping into a sales methodology workshop. This interactive session will focus on solution selling, how it supports the shift to value-based care and the benefits to you. You'll also hear from our leadership team regarding the future of CenTrak and then enjoy 2-hours to yourself to catch up on emails, enjoy the resort, or whatever you may choose. That evening, come together again at 5:30 PM for complimentary hors d'oeuvres and drinks at our vendor fair, before being wined and dined by the CenTrak team (individual partner dinners with a CenTrak rep).

Thursday, October 5

Day 3

Begin our final day together with a hot breakfast at 8:00 AM. Hear from our Partner Programs team about the future of the program and receive an update on the unified software platform introduced during the 2022 Partner Sales Summit. Before a buffet lunch, become familiar with our senior care product line, TruView. After a delicious meal, come together to provide feedback on CenTrak products and services and discuss next steps. We will wrap up by 2:00 PM and the rest of the day is yours.

See below for a Summit overview (please note, breaks and snacks are built into each day).

Tuesday, October 3

2:00 PM	Summit Begins
6:00 PM	Day 1 Concludes
6:30 PM	Dinner/Networking Reception

Wednesday, October 4

8:00 AM	Hot Breakfast
8:30 AM	Summit Sessions Begin
11:30 AM	Buffet Lunch
12:15 PM	Summit Sessions Resume
3:15 PM	Free Time
5:30 PM	Vendor Fair (apps and drinks)
7:00 PM	Individual Dinners

Thursday, October 5

8:00 AM	Hot Breakfast
8:30 AM	Summit Sessions Begin
11:30 AM	Buffet Lunch
12:15 PM	Summit Sessions Resume
2:00 PM	Summit Concludes

**Agenda is subject to change*