



BUSINESS REPORT SELLING ACADEMY

Fall 2026

PROGRAM AGENDA AND PRESENTERS

Thursday, November 5

8:00 - 8:30	Coffee and Connecting	
8:30 - 8:45	Opening.....	Julie Laperouse
8:45 - 9:30	Mindset of an Elite Salesperson.....	Julio Melara
9:30 - 9:45	BREAK	
9:45 - 10:45	Post-Modern Networking	Julie Laperouse
10:45 - 11:30	The Sales Cycle	Julie Laperouse
11:30 - 1:00	LUNCH and Storytelling Keynote.....	Seth Irby
1:00 - 2:00	The What, Where & How of Your Sales.....	Julie Laperouse
2:00 - 2:15	BREAK	
2:15 - 4:00	Pitch Practice - Pitching, Asking, & Closing.....	Julie Laperouse
4:00 - 4:45	Psychology of Sales.....	Julie Laperouse
4:45 - 5:00	Closing	Julie Laperouse

Friday, November 6

8:00 - 8:30	Coffee and Connecting	
8:30 - 9:30	Set Yourself Up For Success: Management and Sales Systems	Michael Repasky
9:30 - 9:45	BREAK AND ROOM SWITCH BREAKOUT-Hiring and Managing Sales	
9:45 - 10:45	Teams.....	Michael Repasky
9:45 - 10:45	BREAKOUT-Crushing Early and Mid-Career	Julie Laperouse
10:50 - 12:00	Negotiating and Rejection.....	Michael Repasky
12:00 - 12:45	Relationship Building and Follow-Up	Julie Laperouse with Michael Repasky
12:45 - 1:00	Closing	Julie Laperouse

**Dates and agenda subject to change*