

SALES CONFERENCE 2026 AGENDA

January 19-23 @ The Drake Hotel

Monday, January 19th

2:15pm: Registration Check-in
3:00pm: Welcome to Sales Conference 2026
3:30pm: 2025 Year in Review/Product Roadmap
6.00pm: Dinner
7:00pm: Dinner & Game Night
9:00pm: End of Day 1

Tuesday, January 20th

8:30am: Breakfast
9:00am: Welcome to Day 2

- Sales Goals & Integration Strategies
- Product/Marketing/Sales Activation

10:45am: Future of Lighting Roundtable
11:45pm: Lunch & Fun w/ Finance
12:40pm: Territory Overviews
3:30pm: Break/ Customer phone calls
4:00pm: Guest Speaker
5:00pm: Day 2 Recap
7:00pm: Dinner & Charity Event
9:00pm: End of Day 2

Wednesday, January 21st

8:30am: Breakfast
9:00am: Welcome to Day 3

- Product/Marketing/Sales Activation

11:30am: Lunch & Customer Calls
12:30pm: Territory Overviews
3:00pm Break
3:30pm: Meet in Lobby

- Transport to Kings for Holiday Party

4:15pm: Luminii Holiday Party
7:00pm: Uber back to City/ End of Day 3

Thursday, January 22nd

7:30pm: Breakfast
8:00pm: Welcome to Day 4

- Product/Marketing/Sales Activation

11:00am: Break & Customer Calls
11:30am: Lunch & Roundtable Discussion
12:45pm: Break & Customer Calls
1:00pm: ETDBW Update
2:00pm: Global Brand Strategy
3:30pm: Team Building Event
5:30pm: Working Dinner
8:00pm: End of Day 4

Friday, January 23rd

7:30am: Breakfast
8:00am: Welcome Day 5

- Sales Operations

10:30am: Road Ahead + Awards
11:30am: Leave for Airport

SALES CONFERENCE ENGINEERING AGENDA

*Breakouts are marked in Bold

Monday, January 19th

8:45am: Uber to Niles

9:30am: Team Intros

12:00pm: Lunch

12:30pm: Uber back to The Drake

2:15pm: Registration Check-in

3:00pm: Welcome to Sales Conference 2026

3:30pm: 2025 Year in Review/Product Roadmap

6:00pm: Dinner

7:00pm: Dinner & Game Night

9:00pm: End of Day 1

Tuesday, January 20th

8:30am: Breakfast

9:00am: Welcome to Day 2

- Sales Goals & Integration Strategies
- Product/Marketing/Sales Activation

10:45am: Future of Lighting Roundtable

11:45pm: Lunch & Fun w/ Finance

12:45pm: Cost Down Project

1:15pm: Project Submittal Checklist

3:30pm: Break/ Customer phone calls

4:00pm: Guest Speaker

5:00pm: Day 2 Recap

7:00pm: Dinner & Charity Event

9:00pm: End of Day 2

Wednesday, January 21st

8:30am: Breakfast

9:00am: Welcome to Day 3

- Product/Marketing/Sales Activation

11:30am: Lunch & Customer Calls

12:30pm: EMEA Project Intro & Scope

1:30pm: Redline Cross Training &

Product Troubleshooting

3:30pm: Meet in Lobby

- Transport to Kings for Holiday Party

4:15pm: Luminii Holiday Party

7:00pm: Uber back to City/ End of Day 3

Thursday, January 22nd

7:30pm: Breakfast

8:00pm: Welcome to Day 4

- Product/Marketing/Sales Activation

9:30am: UL/CE Regulations

10:15am: Part Number Logic on EMEA & NS/C1

11:00am: Break & Customer Calls

11:30am: Lunch & Roundtable Discussion

12:45pm: Break & Customer Calls

1:00pm: ETDBW Update

2:00pm: Global Brand Strategy

3:30pm: Team Building Event

5:30pm: Working Dinner

8:00pm: End of Day 4

Friday, January 23rd

7:30am: Breakfast

8:00am: Sustainability

9:30am: NPI in 2026, Stage Gate Review

10:30am: Road Ahead + Awards

11:30am: Leave for Airport