MORGAN SCHAFFER TECHNICAL CONFERENCE ASIA OCTOBER 7-10, 2013

	Oct-06			Oct-07		-			Oct-08					Oct-09			Oct-10
TIME	SUNDAY	MONDAY					TUESDAY					WEDNESDAY					THUSDAY
THE	JONDAI	N WORDAT					IULSUAT					WEDNESDAT					IIICSDAT
				Core program					Core program					Core program			Core program
6:45 -7:50			F	BREAKFAST BANANA LEA		BREAKFAST BANANA LEAF					RR	BREAKFAST BANANA LEAF					
7:50 - 8:00	1	DREARFAST DANAMA CEAF					OVERVIEW OF PREVIOUS DAY EVENTS					BREAKFAST BANANA LEAF OVERVIEW OF PREVIOUS DAY EVENTS				OVERVIEW OF PREVIOUS DAY EVENTS	
7.50 - 8.00								OVE.	TIEN OF THE VIOUS DATE				OVER !	EW OF THE VICES DATE			OVERVIEW OF FREVIOUS DATEVENTS
8:00 - 9:00	Opening address						Calisto 2 & Calisto Manager					Inside View					White Paper Presentaiton
	Nadine Stojanoff					Catalin Bilan					Vision, Sales Strategy & Implementation					Steve Brauer	
			(P	President Keynote addres	ss)	•						Serge Gutieres					
														Case Studies (30 min ea)			
9:00 - 10:00			-	MS Stragety		-	Calisto 9 Principles of Operation					Inside View, future platform and phases					1. HK Electric by Damien Wong
			May Scally					Steve Brauer						2. MEW Service contract by Ajay Chikermane			
10:00 -10:15	BREAK IN FOYER						BREAK IN FOYER					BREAK IN FOYER					BREAK IN FOYER
10:15 -11:15		Marketing Strategy Nadine Stojanoff					Sales Stragety Q&A					Innovation & Market Research Getting input from agent questions ahead					Case Studies
																	3. Siam Yamoto by Nop Puttavibul
									Mathieu Guertin								
11:15 - 12:15		Accuracy											New pro				
	Mathieu Guertin											Steve Brauer					
																	Synopsis and Sales Techniques
12:15 -1:00	<u> </u>			LUNCH ON PREMISES			LUNCH ON PREMISES					LUNCH ON PREMISES					
																Wrap up	
	_		El	Elective Advanced Course	25			EI	lective Advanced Cours	ses			Ele	ctive Advanced Course	es		Certificate
		Lotus A	Lotus B	Library	Tawann room	Lilly	Lotus A	Lotus B	Library	Tawann room	Lilly	Lotus A	Lotus B	Library	Tawann room	Lilly	Closing address
	<u> </u>		<u> </u>		<u> </u>		<u> </u>										
1:00 - 2:00	-	Workshop	Integrated	Advanced	Workshop	MS vs GE	Workshop	Integrated	Workshop	Workshop	Myrkos vs Severon	Workshop	MS vs Hydrocal	Calisto 9	Integrated	Inside View	LUNCH ON PREMISES (12:30-1:15)
	-	& PPT	Marketing	Workshop	& PPT	Technical and	& PPT	Marketing	Calisto 5 & 9	& PPT	Technical and	& PPT	& other competitors	Review	Marketing	Demo	TEADA EVENIT
	-	Myrkos	Tools	Calisto 5 & 9	Lab service	commercial	Myrkos	Tools	Radu	Lab service	commercial	Myrkos	Technical and	Catalin	Tools	Michel	TEAM EVENT
2.00 2.00	- !	Radu	Nadine	Catalin	Miguel	comparison	Catalin	Nadine	(10I)	Miguel	comparison	Radu	commercial	(10I)	Nadine	(max 8 ppl)	AND CLOSING CEREMONIES
2:00 - 3:00	1	(max 15 ppl)	(max 20 ppl)	*Appointed individuals only	(max 10 ppl)	Serge	(max 15 ppl)	(max 20 ppl)	(max 10 ppl)	(max 10 ppl)	Serge	(max 15 ppl)	comparison	(max 10 ppl)	(max 10 ppl)	Inside View	Hotel pick up at 1:30
	-	(IIIax 13 ppi)	(IIIax 20 ppi)	(max 10 ppl)	(Illax 10 ppi)	(max 10 ppl)	(IIIax 13 ppi)	(IIIax 20 ppi)		(IIIax 10 ppi)	(max 10 ppl)	(Illax 13 ppi)	Serge (max 20 ppl)		(IIIax 10 ppi)	Demo	2:00 - 6:45 pm
				(Illax 10 ppi)		(IIIax 10 ppi)					(шах 10 ррп)		(Illax 20 ppi)			Michel	Return to the hotel at 7 pm
				 												(max 8 ppl)	Return to the noter at 7 pm
3:00 -3:15				BREAK IN FOYER					BREAK IN FOYER					BREAK IN FOYER		(пах о ррі)	
3.00 3.13			T	7				<u> </u>		T .	T		T		1		
3:15 - 4:15		Myrkos	Customer Service	Advanced	Workshop	MS vs GE	Myrkos	Customer Service	Workshop	Inside View	Myrkos vs Severon	Myrkos	Myrkos vs TransportX	Calisto 2	Customer Service	Inside View	
		(continues)	RMA	Workshop	& PPT	Technical and	(continues)	RMA	Calisto 5 & 9	Demo	Technical and	(continues)	& other competitors	Review	RMA	Demo	
			Q&A	Calisto 5 & 9	Lab service	commercial		Q&A	Radu	Michel	commercial	,	Technical and	Catalin	Q&A	Michel	
			Lubin	Catalin	Miguel	comparison	1	Lubin			comparison		commercial		Lubin	(max 8 ppl)	
1				*Appointed		Serge			(max 10 ppl)	(max 10 ppl)	Serge		comparison	(max 10 ppl)			
4:15 - 5:15		1	(max 20 ppl)	individuals only	(max 10 ppl)			(max 20 ppl)					Serge		(max 10 ppl)	Inside View	
				(max 10 ppl)	<u> </u>	(max 10 ppl)					(max 10 ppl)					Demo	
													(max 20 ppl)			Michel	
																(max 8 ppl)	
6:00 p.m.	WELCOME	PREGO ITALIAN RESTAURANT (AT 7 PM)					TawaNN RESTAURANT (AT 7 PM)					ON YOUR OWN TO EXPLORE					
	RECEPTION																
<u></u> '	Beach BBQ	1															
	CONTEST	<u></u>					<u> </u>										
84C Ct - CC - C		Myrkos		Calisto 5 & 9			Myrkos		Calisto 5 & 9			Myrkos					
MS Staff for workshop		Jon Michel		Steve Mathieu			Steve Mathieu		Jon Michel (1-3 pm)			Jon Mathieu					
WOLKSHOP		IAIICHEI		iviatilleu			iviatilieu		Muche (T-2 hill)			iviatilieu					

Lubin (1-3 pm) Nadine (3-5 pm)

Steve

May

Lubin (1-3 pm)

Nadine (3-5 pm)

May