

20



15

HUBSPOT

**PARTNER
DAY**



Day 1 (Tues. May 19th)

Time	Room 1	Room 2	Room 3	Room 4	Room 5
8:00 - 9:30	Breakfast and Check-in (Hotel Marlowe)				
9:30 - 11:30	Keynote & New Product Announcements (Hotel Marlowe)				
11:45 - 12:45	Lunch & Networking (HubSpot Offices)				
1:00 - 1:45	Optimizing for the Past Joe Chernov, VP of Content HubSpot	8 Steps to Creating a Proposal That Wins Big Clients Jason Swenk, Agency Consultant	Agile Tactics for Inbound Agencies Jeff White, Kula Partners	How to Use HubSpot Integrations to Sell Larger Client Retainers Elyse Meyer, Prism Global Marketing Solutions	Integration Bonanza! David Adams, HubSpot Tim Uygungil, HubSpot
2:00 - 2:45	Using Inbound to Source, Interview and Hire Talent Patrick Biddiscombe, New Breed Marketing	Delivering More Client Value: A Walkthrough of HubSpot Integrations Dannie Herzberg, HubSpot	Collaborative Compensation for Sales Reps Rick Kranz, OverGo Studio	Slideshare Integration Workshop HubSpot Product Managers	Tools of the Trade Pt. 2 Julian Gaviria, ThomasNet
3:00 - 3:30	Coffee Break / Snacks & Networking				
3:45 - 4:30	The Sales Acceleration Formula Using Inbound Selling Mark Roberge, SVP HubSpot	Marketing Innovations Show n’ Tell SpinWeb, IMPACT Branding, OverGo Studio	Re-targeting Strategies for Agencies John McTigue, Kuno Creative	How to Be a Hero With Sales Enablement for Your Clients Brooke Freedman, David Weinhaus - HubSpot	The New & Future of COS Shawn Bristow, HubSpot Chris Battis, HubSpot
4:45 - 5:30	HubSpot Executive Panel				Hack-a-Thon / 1:1 with a HubSpotter Colby Schneider, HubSpot
5:45 - 6:30	Happy Hour				
7:00 - 10:00	Dinner Event				

Wednesday, May 20th

Time	Room 1	Room 2	Room 3	Room 4	Room 5
8:00 - 9:00	Breakfast (HubSpot Offices)				
9:15 - 9:45	Day 1 Recap				Growth Driven Design Luke Summerfield, HubSpot
10:00 - 10:45	Mergers & Acquisitions in the Agency Space Arjun Moorthy, HubSpot	Get Your Agency's S**t Together Marisa Smith, Whole Brain Group	Integrating Sales Development Services with Inbound Marketing Doug Davidoff, Imagine Business Development	HubSpot's "Inside Marketing" HubSpot Marketing Managers	Design Experiments Austin Knight, HubSpot Matthew Rheault, HubSpot
11:00 - 11:45	Point Pricing: An Inside Look at PR 20/20's Value-Based Pricing Model Paul Roetzer, PR 20/20	Growth Driven Design: Creating a Retainer-based Website Redesign Model Luke Summerfield, HubSpot	Sales Hiring for Agencies Pete Caputa, David Weinhaus - HubSpot	HubSpot's M&A Program Workshop Arjun Moorthy, HubSpot	Pimp My Blog: New HubL Code David Hunt, HubSpot
12:00 - 12:30	Closing Remarks				
1:00 - 3:00	Lunch & Meetings				

Session Topic Key
Growth Through Sales = Blue
Growth Through Advanced Services & Operations = Green
Growth Through Strategy & Culture = Orange
Growth Through Product Usage = Red
COS Developers Track = Yellow