



# Original Equipment Suppliers Association

## AGENDA

### OESA 2019 Professional Development Series III

May 31, 2019

7:30 a.m. – 8 a.m. Registration, Networking & Continental Breakfast

8 a.m. – 11:30 a.m. Program

MSU Management Education Center

811 W. Square Lake Rd., Troy, Mich.

- 7:30 a.m. Registration, Networking & Continental Breakfast
- 8 a.m. Welcome and Introductions  
**Steve Horaney**, Vice President, Membership & Sales, OESA
- 8:10 a.m. Where Did All My Time Go? A Lesson in Time Management  
**Dave Tear**, Head Coach, Sales Coaches' Corner  
Not enough time to get your work done? The days will not get any longer - it's up to you to manage your time better. Learn the difference between "Pay Time vs. No-Pay Time," ways to overcome procrastination, and strong time management recommendations that the most successful people embrace.
- 9:30 a.m. Networking Break
- 10 a.m. Your Professional Presence  
**Lauren Eisbrenner**, President, Eisbrenner Performance Partners  
Many people spend significant time developing their technical skills, but what about the social skills that enable you to effectively deliver on your competence? Learn how to become self-aware of how others perceive you and how to use that feedback to improve how you "show up" in a way that is genuine and leads to honest, productive dialogue. We'll cover your message, your voice and your body language ... everything from handshake to email communications to face-to-face encounters.
- 11:30 a.m. Wrap-Up and Adjournment  
**Steve Horaney**, Vice President, Membership & Sales, OESA