

# Monthly Sales Call

*May 8, 2020*

1. Show update – MERIDETH
   1. We are in a holding power trying to find out what the timeline is for phase 5 in Illinois
   2. Looking at virtual in the meantime
   3. Talking to insurance
   4. Laura has a call with the board at the end of the month and will be presenting several options (one is moving to Orlando)
   5. Tell people not to cancel – if THEY cancel, then they won’t get money back, but if WE cancel, then they will get money back
      1. We could get one hall or all halls, depening on how many people we think we would have
2. Sponsorship Update – ALLISON & JESSIE
   1. Allison will email Wendy accounts that usually purchase sponsorships and haven’t yet (but right now everything is in a holding pattern)
   2. Trying to push the last payment date to as late as we can
3. Reserved dates in Trackvia – WENDY
   1. You can check this report in TV to see if there are dates that are just reserved, not yet sold – you can reach out to the rep who has the reserved dates to see if you can have them
   2. We will add a link to the product hub (but you will still have to log into Trackvia)
   3. There are some bugs we are working on, but the view should still help you find dates
4. Robotics Playbook delay – DAVE
   1. Sarah is going to have to retool some of the content and this will cause a delay
   2. Probably a month to 6 weeks delay
   3. Will not affect the timing of the Design Build
   4. First five are sold, but keep selling because they will cycle in and out
   5. There will a link in the hub to the waiting list
5. Isolating Pure Play Software companies for webinars – DAVE
   1. A lot of software companies do webinars
   2. We isolated these companies in Salesforce and Wendy sent a list last week
   3. Call them up and tell them we have lower priced webinars
6. Virtual Event Promotions Packages – DAVE/WENDY
   1. A lot of companies are doing vitual tradeshows/events for themselves
   2. We will brainstorm offline to try to come up with a plan
7. Possible digital Cannabis audience – ALICIA
   1. Via Bombora, we think we may have a way to reach our cannabis audience digitally. Should have acutal numbers soon.
8. Product hub – ALICIA
   1. Process and Video tabs
   2. Blank tabs will no longer show up
   3. Ongoing work and feedback welcome
9. Converge
   1. We are launching internally next week and we will look at the data and then officially launch in a couple of weeks
   2. Dave is doing a webinar in June to explain
   3. We will have a call with reps in the next week or two to do a walkthrough