

14TH SEMI-ANNUAL PCP IMPACT



EVENT DATE

May 13 – May 15, 2024

EVENT LOCATION

UHM West Building
14955 W Sprague Rd.
Strongsville, OH 44136

HOTEL LOCATION

Aloft Cleveland Downtown
1111 W 10th St.
Cleveland, OH 44113

CONTACT US

PCP@UHM.com

DAY 1

MONDAY
MAY 13

| | |
|----------------|--|
| 12:00 – 1:00PM | Lunch & Registration |
| 1:00 – 2:00PM | Event Kickoff |
| 2:00 – 3:00PM | How Do You Fill Your Stadium with Clients? |
| 3:15 – 4:15PM | How Do You Fill Your Stadium with Clients? |
| 4:30 – 5:30PM | Breakout Sessions 1-4 |
| 5:45 – 6:15PM | Gold Glove Awards |
| 6:15 – 8:00PM | Cocktails & Dinner |
| 8:30 – 11:00PM | Fireside Chat |

DAY 2

TUESDAY
MAY 14

| | |
|-----------------|--|
| 7:15 – 8:00AM | Bible Study (optional) |
| 7:45 – 8:30AM | Breakfast |
| 8:30 – 9:15AM | Speed & Accuracy - Get More Done in Less Time with Automation & Delegation |
| 9:30 – 10:30AM | Breakout Sessions 5-8 |
| 10:45 – 11:45AM | Breakout Sessions 9-12 |
| 11:45 – 1:00PM | Lunch |
| 1:00 – 2:00PM | e-Close via myUHM |
| 2:15 – 4:15PM | Technology Productivity Panel |
| 4:15 – 5:00PM | Day 2 Recap: Honoring a Special Partner |
| 5:00 – 6:30PM | Cocktails & Dinner |
| 6:30 – 8:00PM | Fireside Chat with UHM CEO, Bill Cosgrove |
| 9:00 – 11:00PM | Fireside Chat |

All times are listed in Eastern Standard Time

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DAY 3

**WEDNESDAY
MAY 15**

| | |
|-----------------|---|
| 7:15 – 8:00AM | Bible Study (optional) |
| 7:45 – 8:30AM | Breakfast |
| 8:30 – 9:00AM | UHM Foundation: Generosity Changes Everything |
| 9:15 – 10:15AM | Breakout Sessions 13-15 |
| 10:30 – 11:30AM | Leaving a Hall of Fame Legacy |
| 11:30 – 12:00PM | Event Recap |

BREAKOUT SESSIONS

Monday

4:30 – 5:30PM

**10X Your Sales:
Turbocharge Your
Activity and Results**
Main Stage

**Lights, Camera,
Action! Exploding
Your Influence with
Videos**
Breakout Room 1

**Relationships to
Referrals: Turning
New Friends into
Business Partners**
Breakout Room 2

**Sold-Out Crowd:
Adding Value by
Teaching DISC to Your
Agents**
Breakout Room 3

Tuesday

9:30 – 10:30AM

**How to Build a New
Construction Loan**
Main Stage

**Automate Your
Communication &
Client Experience
with Bonzo**
Breakout Room 1

**All-Star Client
Experience With
and Without
Technology**
Breakout Room 2

LP2 Contract-to-Close
Breakout Room 3

Tuesday

10:45 – 11:45AM

**Adding Value to Your
Partners for Long-
Term Growth**
Main Stage

**Creating Speed &
Efficiency with One
LOA: Who Does What?**
Breakout Room 1

**Technology Tools to
Save You Time**
Breakout Room 2

**Building a Monster
Team for Monster
Production**
Breakout Room 3

Wednesday

9:15 – 10:15AM

**Who Wants to Be a
Millionaire? (And Help
Others Do the Same!)**
Main Stage

**Run Your Business
Like a Fortune 500
Company**
Breakout Room 1

**Leadership for
Longevity: Building
Branches that Survive
and Thrive**
Breakout Room 2