Program Agenda

Monday, October 23

8:00 a.m. – 8:30 a.m.   **Breakfast:** Fuel up for the day with a delicious complimentary breakfast.

8:30 a.m. – 9:00 a.m.   **Opening Session:** Hear from our CEO Taylor Rhodes why you should upgrade your management system and why now.

9:00 a.m. – 9:50 a.m.   **The Difference Between Applied Epic and EZLynx:** This session will show you the functional differences between Applied Epic® and EZLynx® so you can easily determine which system best suits your needs. Topics covered include each platform's accounting, download, text messaging and marketing capabilities, plus integrations with extended solutions.

10:00 a.m. – 10:30 a.m.   **Understanding the Implementation Process for Applied Epic:** This session will discuss the process for implementing an Applied Epic management system. You'll learn about major milestones and the time commitment involved with migrating systems. You'll also hear about successful change management strategies that have worked for other agencies.

10:00 a.m. – 10:30 a.m.   **Understanding the Implementation Process for EZLynx:** This session will discuss the process for implementing an EZLynx management system. You'll learn about major milestones and the time commitment involved with migrating systems. You'll also hear about successful change management strategies that have worked for other agencies.

10:30 a.m. – 11:15 a.m.   **Preparing Your Data for Applied Epic:** This session will cover how much prep/ cleanup of your data is needed before migrating to Applied Epic. We'll review the data conversion process in–depth and share what agency input is required for a successful migration.
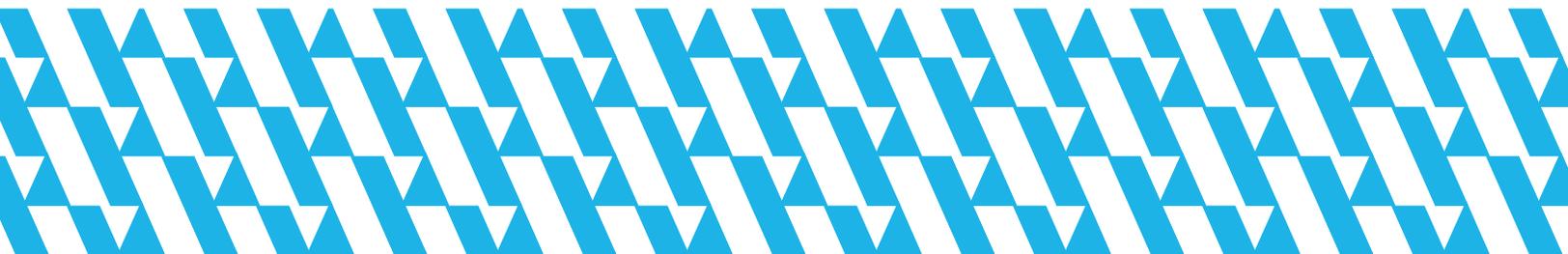
Program Agenda Continued

Monday, October 23

10:30 a.m. – 11:15 a.m.   **Training Expectations for EZLynx:** This session will cover the training process for migrating to an EZLynx management system. You'll learn about major milestones, employee time commitment, the importance of evaluating employee readiness before activation and what post-activation training materials are available.

11:15 a.m. – 12:00 p.m.   **Preparing Your Data for EZLynx:** This session will cover how much prep/cleanup of your data is needed before migrating to an EZLynx management system. We'll review the data conversion process in-depth and share what agency input is required for a successful migration.

11:15 a.m. – 12:00 p.m.   **Training Expectations for Applied Epic:** This session will cover the training process for migrating to an Applied Epic management system. You'll learn about major milestones, employee time commitment, the importance of evaluating employee readiness before activation and what post-activation training materials are available.

12:00 p.m. – 1:00 p.m.   **Lunch:** Mix and mingle with fellow agencies while enjoying a tasty meal.

1:00 p.m. – 2:15 p.m.   **Peer Insights on Moving to New Management System:** In this panel, you'll hear from agencies that have successfully migrated from Applied TAM® to an Applied Epic or EZLynx management system. Panelists will share steps they took to prepare for this change, challenges they faced and lessons they learned.

2:30 p.m. – 3:00 p.m.   **What to Expect During the Sales Process:** In this session, a Sales team member will take you through the sales process for upgrading your management system. Topics include who should be involved in the process, discovery and demo sessions, and how the proposal and contract discussions work. Our goal is to help you understand the entire process so you can choose a migration timeframe that fits best with your schedule.