

DRIVEN TO WIN

Chipman Sales & Leadership Conference – Agenda

📍 Chipman HQ & Marriott Ballroom | March 5-6, 2025 | San Ramon, CA

March 5, 2025 – Commercial Sales Track (📍Chipman HQ)

11:30 AM – 12:30 PM | Lunch & Networking at Chipman HQ

Fuel up and connect with colleagues before we dive into a day of insights to stay ahead of the competition.

12:30 PM – 1:00 PM | Welcome & Opening Remarks

Justin Chipman sets the stage for an impactful conference, reinforcing what it means to be driven to win.

1:00 PM – 2:15 PM | Featured Speaker: Doug Hollingshead

Doug shares OMA's purpose, market differentiation, and strategies to gain a competitive edge in today's evolving landscape.

2:15 PM – 2:30 PM | Break

2:30 PM – 3:45 PM | Featured Speaker: Matt Schwartzberg

Matt shares key insights on leadership, disrupting Steinway's legacy business, and driving future success through innovation.

3:45 PM – 4:00 PM | Break

4:00 PM – 4:30 PM | The Hot Take Debate

A fast-paced session where bold sales ideas and industry topics go head-to-head. Will your perspective take the lead?

4:30 PM – 4:45 PM | Wrap-Up & Key Takeaways

Reinforcing the winning mindset with highlights from the day's sessions.

4:45 PM | Depart for Hotel

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March 5, 2025 – Evening Events (📍 Marriott Ballroom)

6:00 PM – 7:00 PM | Welcome Reception

Connect with fellow team members over drinks, appetizers, and music as we gear-up for an exciting evening.

7:00 PM – 7:45 PM | Seated Dinner

A great meal with great colleagues as we look ahead to future victories.

7:45 PM – 9:00 PM | Awards Presentation

Honoring the top performers who exemplified what it means to be driven to win in 2024!

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March 6, 2025 – Residential Sales Track (📍 Chipman HQ)

9:00 AM – 9:30 AM | Welcome & Opening Remarks

Justin Chipman opens the day with insights on how we stay driven to win in an evolving marketplace.

9:30 AM – 10:15 AM | Mastering Objections: Turning Challenges into Opportunities

Learn how to handle tough objections with confidence and turn challenges into wins.

10:15 AM – 10:30 AM | Break

10:30 AM – 12:00 PM | Featured Speaker: Jim Rockwell

Jim shares UniGroup's focus on agent success and tactics to maximize opportunities in peak season.

12:00 PM – 1:00 PM | Lunch & Networking

1:00 PM – 2:00 PM | The Tallest Tower Showdown

A hands-on, competitive team challenge designed to drive creativity, teamwork, and problem-solving—because winning takes strategy and execution.

2:00 PM – 2:45 PM | Partnering with Operations to Get to Yes

Explore how strong collaboration with operations leads to faster solutions, fewer obstacles, and more wins.

2:45 PM – 3:00 PM | Final Wrap-Up & Closing Remarks

Reflections on how we will continue to push forward with a winning mindset in 2025.

3:00 PM | Depart for Airport/Home