



## Professional Development Day 2024

### Breakout Session Schedule

<b>Time</b>				
8:00 am - 4:00 pm	Registration			
8:00 am - 8:50 am	Networking Breakfast			
9:00 am - 9:50 am	Welcome/Kick-off/Opening Speaker: <b>Irene V. Glaeser</b>			
	<b>Government Track</b>	<b>General &amp; Business</b>	<b>Personal Development</b>	
10:00 am - 10:50 am	<b>The Evolution of Indirect Rates and Rate Strategies</b> Beverly Arviso	<b>Building Relationships &amp; Your Career with LinkedIn</b> Susan Long-Molnar	<b>Discover What's Blocking You From Igniting Your Spark</b> Rita Ricks	
11:00 am - 11:50 am	<b>KEYNOTE:</b> Dr Angela Reddix			
11:50 am - 12:00 pm	Transition of Officers			
12:00 pm - 1:00 pm	Lunch and Networking			
	<b>Tracks</b>	<b>Government Track</b>	<b>General &amp; Business</b>	<b>Personal Development</b>
1:00 pm - 1:50 pm	<b>Increase Sales by Leveraging Government Requests for Proposals (RFPs)</b> Dr. Frank Greco	<b>Why Video Content is Essential for Businesses Today (Marketing)</b> William Prettyman	<b>Boosting Your Influence: Self-Promotion Strategies for Women</b> Ona Ormogobe	
2:00 pm - 2:50 pm	<b>WOSB Program Update and Other Government Contract Hot Topics for WOSB Government Contractors</b> Paul Hawkins	<b>AI in Defense Contracting: Harness the Future &amp; Secure Your Competitive Edge!</b> Barbara Smith	<b>Panel: A Journey to Your Best Self</b> Karen Pender, Angela Kennedy, Sonya Allen	
3:00 pm - 3:50 pm	<b>Government Panel: Shaping your company's future in Government Contracting</b> Stacy Cooper, Michelle McCoy, Joyce Williams, Vangie Miller, Leah Trossen, Cecelia Cotton	<b>Attract, Recruit, and Hire Talent: Go From Quantity to Quality</b> Arnel Tanyag	<b>Achieving More by Decoding the Characteristics and Attributes of Effective Leadership</b> Virgil Thornton	