

## Thursday 20th October - Speaker Schedule Day Two\*

\*subject to change

Time	Main Stage: Executive Suite	Canary 1 & 2	Sky 5 & 6	Sky 1 & 2
08:00 onwards	Delegate Registration			
08:45 – 09:00		<b>First Timers Welcome</b> <i>Richard Bannon CEO</i>		
09:00 – 09:10	<b>Introduction &amp; Welcome</b> <i>Amanda Nuttall, COO</i>			
09:10 – 09:25	Pete Morris, Conference MC			
09:30 – 10:30	<b><u>Black Hat Masterclass</u></b> <i>Alex King</i>	<b><u>Playing the Evaluation Game</u></b> <i>Graeme Robson &amp; Peter Marshall</i>	<b><u>Why Contracts Matter</u></b> <i>Jon Kershaw</i>	<b><u>Making Design a Discriminator</u></b> <i>Aaron Birkbeck, Mindy Marchel &amp; Anita Magriplis</i>
10:30 – 11:00	<b>Networking &amp; Refreshments in Exhibitor Hall</b>			
11:00 – 12:00	<b><u>Does DNA = Do Not Ask!</u></b> <i>Tony Birch</i>	<b><u>Stimulate Cohesion - Clarity - Conviction</u></b> <i>Peter McPartland</i>	<b><u>Cool Tools from a Word Nerd</u></b> <i>Liz Pocknell</i>	<b><u>The Death of the Salesman?</u></b> <i>Matt Neal</i>
12:00 – 13:15	<b>Networking &amp; Lunch in Steak, Bake &amp; Grill Restaurant</b>			
13:15 – 14:15	<b><u>Engaging with Empathy</u></b> <i>Sarah Hinchliffe</i>	<b><u>Freelance v Employed: Engaging to Win</u></b> <i>Mike Fernott &amp; Pippa Birch</i>	<b><u>How to Prepare your Losing Bid</u></b> <i>Andy Haigh &amp; John Fernau</i>	<b><u>Audiences and the 'Moment of Truth'</u></b> <i>Simon Morton</i>
14:15 – 14:45	<b>Networking &amp; Refreshments in Exhibitor Hall</b>			
14:45 – 15:45	<b><u>The Gender Pay Gap In The Proposals Sector</u></b> <i>Bid Survey Team</i>	<b><u>Amplifying the Power of Persuasion</u></b> <i>Steve Coles &amp; Darrell Woodward</i>	<b><u>Tilting the Playing Field by Using the Social Value Act</u></b> <i>Hugo Minney</i>	<b><u>Your Brand or the Customer's - Examining the Age Old Question</u></b> <i>Chris Colquitt</i>
15:45 – 15:55	<b>Comfort Break</b>			
15:55 – 17:00	Keynote Speaker <b><u>Sally Nugent</u></b>			
17:00 – 17:15	<b>Richard Bannon CEO</b> Conference Wrap up & Prize Draw			