

Thursday 22nd October - Speaker Schedule Day Two*

*subject to change

Time	Main Stage: Discovery 1 & 2	Endeavour	Atlantis	Discovery 1
08:00 onwards	Delegate Registration			
08:45 – 09:00		First Time Delegates' Welcome		
09:00 – 09:15	Delegate Energiser Pete Morris, Conference MC			
09:15 – 10:00	<u>Keynote Speaker Richard Fallon</u> <i>(Communicate Now)</i>			
10:00 – 11:15	<u>Richard Fallon</u> <i>Communicating effectively when the heat is on (Breakout workshop)</i>	<u>Greg Morgan</u> <i>Submissions, presentations and the iPad</i>	<u>Jon Williams</u> <i>Ten steps to proposal excellence</i>	<u>Greg Bowie</u> <i>Transferring your bidding skills to a new sector</i>
11:15 – 11:45	Networking & refreshments in exhibitor hall			
11:45 – 13:00	<u>Chris Colquitt</u> <i>Making messages stick</i>	<u>Peter Lobl & Andy Haigh</u> <i>Finessing the new procurement rules</i>	<u>Bill Foster</u> <i>Conquering the 100% bid</i>	<u>Tony Birch</u> <i>Sharpening your strategy</i>
13:00 – 14:00	Networking & lunch in exhibitor hall			
14:00 – 15:15	<u>Mark Whelan & Karen Althen</u> <i>OMG proposals – “Totes Amazeballs”</i>	<u>Sarah Hinchliffe</u> <i>Ethos, Pathos, Logos</i>	<u>Baskar Sundaram</u> <i>Build a £1bn revenue pipeline in 28 days</i>	<u>Vaughan Bruton</u> <i>Building the bid function from nothing</i>
15:15 – 15:45	Networking & refreshments in exhibitor hall			
15:45 – 17:15	<u>Keynote Speaker James Naughtie</u>			
17:15 – 17:30	Wrap up and close			