

Sage Sessions in Vancouver Agenda

7:30 AM	Registration and Breakfast						
9:00 AM	Welcome and Keynote						
10:30 AM	Coffee and Connect						
	Small Business Sessions		Mid-Size Business Sessions		Enterprise Sessions	Accountant Sessions	
10:45 AM	<b>Increase Productivity with the Flexibility of the Cloud</b>  Whether you have team members that work with Sage 50 or those that don't, discover how Sage 50cloud with Microsoft Office 365 can empower your entire team with cloud-connected features that ensure every day is a productive day.	<b>Creating Strategy in a Small Business</b>  Creating a well defined strategy is hard work and not for everyone, as it requires us to say "no" to things we often say "yes" to. Join us for an open dialogue about how to go about creating a strategy for your small business.	<b>Achieve Better Outcomes with Sage's Business Ecosystem</b>  As customers, you've made a strategic decision to trust running your business with Sage, but did you know we offer powerful solutions that will make your business run even more efficiently? Learn about how these solutions can help you improve the bottom line for your organization.	<b>Choosing the Right Performance Metrics for Your Business</b>  How do you evaluate business success? In this session, we'll show you how Sage Business Cloud Financials can help you evolve your performance metrics beyond traditional profitability margins and expense ratios.	<b>Planning for Growth in the Enterprise</b>  With economic, digital and public policies creating barriers and disruption in every industry, creating opportunities for growth can be challenging. Discover how your company can unlock its growth potential by focusing on key areas of business.	<b>Reconcile All Payments With The Click of A Button</b>  Learn about the most powerful payment optimization and reconciliation platform in this informative session. WayPay's payment platform allows bookkeepers the unique ability to automatically reconcile all payments including credit card, EFT/ACH, wires and cheques.	<b>Supercharge the Way You Do Business with Sage 50cloud</b>  Discover how Sage 50cloud can give you and your clients the flexibility and freedom of the cloud, without losing the familiarity of the desktop solution you know and love. Get a closer look at the new features and functionality that will change the way you and your clients work together.
11:45 AM	<b>Shortcuts, Tips and Tricks to Streamline Your Day</b>  This session is dedicated to giving you your time back. Cut your data entry in half by mastering shortcut keys and setting-up automated bank feeds. You'll also learn other tricks that will simplify process and help you skip duplications.	<b>Innovation Beyond Technology</b>  Technology is important, but it is only a small part of innovation. This session is dedicated to the possibility that innovation goes beyond just technological developments. Get ready for some mind blowing insight on how you can innovate without technology.	<b>Save Time and Money Through Automation</b>  The effortless exchange of information between different systems, partners and suppliers represents a massive opportunity for customers looking to save time and money. Learn how leading companies are leveraging new technology across their operation to recognize immediate savings.	<b>Fulfillment: The Landscape Is Changing</b>  EDI is used for large-volume, repetitive orders, whereas an online sales portal is mostly used for placing orders with a more 'occasional' character. Learn about the future trends of how these platforms are impacting how business is done.	<b>Leveraging Our Next Generation Business Management Solution</b>  Join us to learn how you can leverage Sage Enterprise Management to simplify every part of your operation, accelerate business processes across the value chain, and get real-time insight into your organization's cost and performance data.	<b>Mistakes Your Likely Making With Your Business</b>  When growing your business, you may notice yourself falling into various habits, both good and bad. In this session we will discuss all points of your business - from sales and marketing to relationship building, value billing, and even payroll.	<b>10 Things to Know and Love About Sage Accounting</b>  Discover the top 10 things that you need to know about Sage Accounting. Learn how you can decrease data entry, bring clients up to speed fast, and increase your bottom-line - all while amazing your clients!
12:30 PM	Lunch and Mingle						
1:45 PM	<b>Welcome to Sage Business Cloud</b>  Already love your Sage solution? Well, we just took it to the next level - we took it to the cloud. Get an inside and exclusive look at the new Sage Business Cloud Accounting solution and discover all the ways the cloud will take your business to new heights.	<b>Budgeting Versus Actuals - Better Predict the Future</b>  Many small business owners think of budgeting as a non-essential task or a process to be managed externally through spreadsheets - don't make that mistake with your business. This session will provide you with methods you can use to better plan for and measure your financial future.	<b>Sage 300 - The Road Ahead</b>  Sage 300 is one of the world's leading mid-market Business Management Solutions. Learn how Sage is continuing to invest in the core solution, what's coming up, and some of the exciting recent developments with Sage 300cloud.	<b>Business Visibility - Why It Matters More Than You Might Think</b>  Having an up to date view of how your business is performing is no longer a nice-to-have. Join this session to learn how company-wide business visibility across multiple operations and an integrated CRM solution can help you stay one step ahead.	<b>Reduce Risk, Increase Profit, and Predict the Future with CPM</b>  The world is changing at an accelerated pace. Are you ready for what's next? Can you accurately predict the impact of change on your business? CPM (Corporate Performance Management) allows leaders to identify trends, plan dynamically, and forecast the business with confidence.	<b>Proven Pricing Strategies for Accountants</b>  Cloud tools are radically reducing the time required to perform accounting tasks, so if you stick with time-based billing you will see your revenues sink. Instead of being penalized for efficiency, learn three proven pricing strategies that maximize value and revenue, and incentivize desired client behaviors.	<b>The Relationship Between Bookkeeper and Accountant</b>  In this session members of the Chartered Professional Accountants of Canada and Institute of Professional Bookkeepers of Canada will discuss how cloud technology is changing the relationship between accountants and bookkeepers—and show you how to take advantage of these changes.
2:45 PM	<b>The Sage Business Cloud Accounting Ecosystem</b>  We've partnered with the best in the business to deliver some amazing functionalities for Sage Business Cloud Accounting. Join us to meet your favorite partners and learn about all the headaches they will eliminate from your business.	<b>The New Way to Get Paid Faster with Click to Pay</b>  Any steps you can take to lower your receivables will boost your cash flow. Gain insight and learn strategies that can help you increase your cash flow and track your progress with the right financial information and reports from a certified accountant.	<b>Next Age Workflow Automation: Going Paperless</b>  Learn how to effectively manage and track your documents through their entire lifecycle in today's highly digital landscape. This session will give you critical insight to connect people, processes and data through effective document management, reporting and shipping.	<b>Getting the Most Out of Sage 300cloud</b>  For even the most tenured Sage 300cloud user, there's always more to learn and ways to decrease redundancy and over-orchestrated workflows. Join this tips and tricks session to learn handy shortcuts and productivity tools that will help you get the most out of your investment.	<b>Migration to Enterprise Management: Why, When &amp; How</b>  Come and learn why many Sage customers choose to migrate to a faster, scalable, and flexible ERP. Learn the factors to consider and your options within Sage Business Cloud.	<b>How to Implement a Paperless Workflow in your Practice</b>  You know the benefits of using automation for client work, but how do you go from your current workflow to planning to implementation? Master the process of transitioning to a paperless practice for a variety of client situations, from clean-up jobs to on-going engagements.	<b>Creating a Referral Program for Your Business</b>  Surveys show that the majority of new accounting and bookkeeping clients are referrals from current clients. This session will teach you how to build the right network and turn your practice into a referral-churning machine.
3:45 PM	<b>Make Your Mark. Build Your Personal Brand</b>  Whether your business is a one-man show or a large production, it's important that you build your personal brand to help your business stand out from a line of competitors. Discover how to effectively brand yourself with our very own personal branding expert.	<b>The Future of Your Business and How You Work</b>  The way we work is changing and technology is playing a big part in that shift. Sage 50 is constantly evolving and improving to better the way you collaborate, interact with customers and manage your cashflow. Join us as we showcase the latest ways we can help you.	<b>Using Automation to Transform Warehouse Management</b>  Business success starts in the warehouse, where it's all about controlling day-to-day operations while keeping costs low and increasing productivity. Join a panel of experts that will share industry leading manufacturing tips to help your business reach its potential.	<b>Maximize the Use of HRMS &amp; Grow Your Business</b>  Come learn from a panel of top Sage HRMS Partners that are experts in the industry. Learn new ways to take advantage of Sage HRMS functionality, expand your business ecosystem and streamline the way you're doing business today.	<b>Manage Your Most Important Asset Better with Sage People</b>  Let us show you how to provide a better way to manage the employment journey of your workforce and understand how all the pieces of HR, Talent Management, Talent Acquisition and Payroll can come together for you and your business.	<b>Artificial Intelligence &amp; Automation: A Friend or Foe?</b>  Attend this session to understand how various forms of AI and automation can power up your practice. We will discuss ways to embrace the change so you can use it to your advantage.	<b>Opening Doors to Becoming a Thought Leader</b>  Differentiating yourself from the competition as a thought leader can pay out in dividends. Learn tips and tricks from thought leader heavyweights and develop an action plan to get you to where you want to be.
4:30–6 PM	Wrap up and Networking Reception						