CENTER FOR Independent Distributor Leadership | AD

# *Distribution Manager Development Program*

TEXAS A&M UNIVERSITY

## Course Agenda: July 12th-16th, 2027

**Monday, July 12th**

| Start | End | Event | Instructors |
|---|---|---|---|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 10:00am | Intros & Expectations | Norm Clark, Jay Johnson, and Bob Borsh |
| 10:00am | 10:15am | Break | |
| 10:15am | 12:00pm | Financial Management | Jay Johnson |
| 12:00pm | 1:00pm | Lunch & Open Office Hours | Jay Johnson and Bob Borsh |
| 1:00pm | 5:00pm | Financial Management Cont. *(Break at 3:00pm)* | Jay Johnson |
| 5:30pm | | Group Dinner | |

**Tuesday, July 13th**

| Start | End | Event | Instructors |
|---|---|---|---|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 10:00am | Quality in Distribution | Bob Borsh |
| 10:00am | 10:15am | Break | |
| 10:15am | 12:00pm | Consultative Selling | Norm Clark |
| 12:00pm | 1:00pm | Lunch & Open Office Hours | Norm Clark and Bob Borsh |
| 1:00pm | 5:00pm | Consultative Selling *(Break at 3:00pm)* | Norm Clark |
| 5:30pm | | Dinner on Your Own | |

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**Wednesday, July 14th**

| Start | End | Event | Instructors |
|---|---|---|---|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 12:00pm | Coaching for Improved Results<br>*(Break at 10:00am)* | Bob Borsh |
| 12:00pm | 1:00pm | Lunch & Open Office Hours | Bob Borsh |
| 1:00pm | 3:00pm | Coaching for Improved Results Cont. | Bob Borsh |
| 3:00pm | 3:15pm | Break | |
| 3:15pm | 5:00pm | Customer Service | Jay Johnson |
| 5:30pm | | Dinner on Your Own | |

**Thursday, July 15th**

| Start | End | Event | Instructors |
|---|---|---|---|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 12:00pm | Leadership<br>*(Break at 10:00am)* | Norm Clark |
| 12:00pm | 1:00pm | Lunch & Open Office Hours | Norm Clark, Jay Johnson, and Bob Borsh |
| 1:00pm | 3:00pm | Inventory Management | Jay Johnson |
| 3:00pm | 3:15pm | Break | |
| 3:15pm | 5:00pm | Customer Stratification and Pricing Optimization | Jay Johnson and Norm Clark |
| 5:30pm | | Group Dinner | |

**Friday, July 16th**

| Start | End | Event | Instructors |
|---|---|---|---|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 12:00pm | Participant Presentations & Professor Feedback<br>*(Break at 10:00am)* | Norm Clark, Jay Johnson, and Bob Borsh |
| 12:00pm | 1:00pm | Box Lunch & Departures | |

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