CENTER FOR Independent Distributor Leadership | AD

Distribution Manager Development Program

TEXAS A&M UNIVERSITY

Course Agenda: December 6th-10th, 2027

Monday, December 6th

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, December 7th

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	

DISTRIBUTION MANAGER — DEVELOPMENT PROGRAM —

CENTER FOR Independent Distributor Leadership | AD

Wednesday, December 8th

Start	End	Event	Instructors
7:30am	8:00am	Breakfast	
8:00am	12:00pm	Coaching for Improved Results *(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, December 9th

Start	End	Event	Instructors
7:30am	8:00am	Breakfast	
8:00am	12:00pm	Leadership *(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, December 10th

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

DISTRIBUTION MANAGER
— DEVELOPMENT PROGRAM —