

August 18th-21st			
Monday August 18th	Time	Module	Facilitator(s)
	8:00 AM	Meet The Evolv University Team	EU Committee
	8:15 AM	Welcome & Introduction To Evolv	Allan Noe
	8:45 AM	Terminology Review	Jerry Faith
	9:15 AM	Break	
	9:25 AM	Operational Flow & Who To Call	Conci Yoder
	10:05 AM	Building Tour	Allan Noe
	10:35 AM	Introduction To Merchant Services & Products	Jacob Noe
	11:35 AM	Lunch	
	12:20 PM	Choosing The Correct Product	Dawson Dimmett
	1:00 PM	Introduction To MAC	Melanie Cooley
	1:30 PM	Break	
	1:40 PM	How to Price a Merchant Account	Dawson Dimmett
	2:10 PM	Introduction to Lead Generation	Jacob Noe
	2:40 PM	Break	
	2:50 PM	Hands-On Equipment Overview	Zeb Johnson
	3:30 PM	Virtual Terminal Demo	Kylee Rathgeber
	4:00 PM	Dismissal	
Tuesday August 19th	Time	Module	Facilitator(s)
	8:00 AM	Virtual Huddle Call	Kylee Rathgeber
	8:45 AM	Break	
	8:55 AM	How to Utilize the Product Matrix	Dawson Dimmett
	9:25 AM	Proposals and Pricing	Dawson Dimmett
	9:55 AM	Break	
	10:05 AM	Paperwork & How to Submit Applications	Kylee Rathgeber
	10:50 AM	Break	
	11:00 AM	How To Set An Appointment	Whitney Johnson
	11:30 AM	How to Become the Expert in Networking	Jerry Faith
	11:55 AM	Lunch	
	12:40 PM	Underwriting & Risk	Jeris Schmitz
	1:40 PM	Break	
	1:50 PM	Sales Rep Etiquette	Whitney Johnson
	2:20 PM	How to Obtain Referral Relationships	Allan Noe
	2:50 PM	Break	
	3:00 PM	InvoicePath Demo	Zeb Johnson
	3:30 PM	EvolvPay - Features, Advantages and Benefits	Melanie Cooley
	4:00 PM	Deep Dive into Dejavoo	Kylee Rathgeber
	4:30 PM	Dismissal	
Wednesday August 20th	Time	Module	Facilitator(s)
	8:00 AM	Selling With Conviction	John Johnson
	9:00 AM	Intro to VIV Digital Marketing	Austin Hoffman
	9:45 AM	Break	
	9:55 AM	Prospecting for Digital	Bree Miracle
	10:40 AM	Break	
	10:55 AM	Closing An Invoice Path In One Call	John Johnson
	11:40 AM	Choosing Winning Verticals	Jerry Faith
	12:10 PM	Lunch	
	12:55 PM	Utilizing The Digital Audit Report	Bree Miracle
	1:40 PM	Break	
	1:50 PM	Bridge the Gap to Healthcare Merchants	Kylee Rathgeber
	2:20 PM	Break	
	2:30 PM	How To Win With Digital	Jacob Noe & Bree Miracle
	3:15 PM	Break	
	3:25 PM	MAC Practice	Kylee Rathgeber
	3:55 PM	Utilizing The Optimize Gateway	Kylee Rathgeber
	4:35 PM	Dismissal	
	6:25 PM	Dinner	
Thursday August 21st	Time	Module	Facilitator(s)
	8:00 AM	Virtual Huddle Call	Kylee Rathgeber
	8:45 AM	Break	
	8:55 AM	How to Thrive While Becoming the Expert	Whitney Johnson
	9:40 AM	Break	
	9:50 AM	Buyer's Choice Sales Call	John Johnson
	11:00 AM	Qualifying an Aldelo Express Merchant	John Johnson
	11:30 AM	Lunch	
	12:15 PM	Deep Dive Into Aldelo Express	Kylee Rathgeber
	12:50 PM	EvolvGift	Kylee Rathgeber
	1:15 PM	The Art Of Mastering Level 3	Dawson Dimmett
	1:45 PM	Break	
	1:55 PM	What Happens Post Approval?	Kylee Rathgeber
	2:25 PM	Overcoming Objections	Jerry Faith
	2:55 PM	Closing Remarks	EU Committee
	3:10 PM	Dismissal	