

| October 13th - 16th | | | |
|------------------------|----------|--|--------------------------|
| Monday October 13th | Time | Module | Facilitator(s) |
| | 8:00 AM | Meet The Evolv University Team | EU Committee |
| | 8:15 AM | Welcome & Introduction To Evolv | Allan Noe |
| | 8:55 AM | Terminology Review | Jerry Faith |
| | 9:25 AM | Break | |
| | 9:35 AM | Operational Flow & Who To Call | Kylee Rathgeber |
| | 10:20 AM | Building Tour | Allan Noe |
| | 11:00 AM | Introduction To Merchant Services & Products | Jacob Noe |
| | 12:00 PM | Lunch | |
| | 12:45 PM | Choosing The Correct Product | Dawson Dimmett |
| | 1:25 PM | Introduction To MAC | Melanie Cooley |
| | 1:55 PM | Break | |
| | 2:05 PM | How to Price a Merchant Account | Dawson Dimmett |
| | 2:50 PM | Break | |
| | 3:00 PM | Hands-On Equipment Overview | Zeb Johnson |
| | 3:40 PM | Virtual Terminal Demo | Kylee Rathgeber |
| | 4:10 PM | Dismissal | |
| Tuesday October 14th | Time | Module | Facilitator(s) |
| | 8:00 AM | Virtual Huddle Call w/ SwipeSimple | Kylee Rathgeber |
| | 8:45 AM | Breakfast & Learn w/ SwipeSimple | Rinda Suttrathada |
| | 9:30 AM | Break | |
| | 9:40 AM | How to Utilize the Product Matrix | Dawson Dimmett |
| | 10:15 AM | Proposals and Pricing | Dawson Dimmett |
| | 10:50 AM | Break | |
| | 11:00 AM | Paperwork & How to Submit Applications | Kylee Rathgeber |
| | 11:45 AM | Break | |
| | 11:55 AM | How To Set An Appointment | Whitney Johnson |
| | 12:30 PM | Lunch | |
| | 12:55 PM | How to Handle Underwriting | Jeris Schmitz |
| | 1:55 PM | Invoice Path Demo | Zeb Johnson |
| | 2:25 PM | Break | |
| | 2:35 PM | Elevate Your Networking Skills | Jerry Faith |
| | 3:10 PM | How to Obtain Referral Relationships | Nellie Schlachter |
| | 3:40 PM | Break | |
| | 3:50 PM | ACH and Additional Features | Kylee Rathgeber |
| | 4:15 PM | EvolvPay - Features, Advantages and Benefits | Melanie Cooley |
| | 4:40 PM | Dismissal | |
| Wednesday October 15th | 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 | How To Win With Digital | Jacob Noe & Bree Miracle |
| | 2:35 PM | Break | |
| | 2:45 PM | Utilizing The Optimize Gateway | Kylee Rathgeber |
| | 3:15 PM | Break | |
| | 3:25 PM | MAC Practice | Kylee Rathgeber |
| | 3:55 PM | Bridge the Gap to Healthcare Merchants | Melanie Cooley |
| | 4:20 PM | Dismissal | |
| | 6:10 PM | Dinner | |
| Thursday October 16th | Time | Module | Facilitator(s) |
| | 8:00 AM | Virtual Huddle Call w/ Dejavoo | Kylee Rathgeber |
| | 8:45 AM | Breakfast & Learn w/ Dejavoo | Larry Roberts |
| | 9:30 AM | Break | |
| | 9:40 AM | How to Thrive While Becoming the Expert | Whitney Johnson |
| | 10:25 AM | Sales Rep Etiquette | Nellie Schlachter |
| | 10:55 AM | Break | |
| | 11:05 AM | Buyer's Choice Sales Call | John Johnson |
| | 12:15 PM | Lunch | |
| | 1:00 PM | Qualifying an Aldelo Express Merchant | John Johnson |
| | 1:25 PM | Deep Dive Into Aldelo Express | Kylee Rathgeber |
| | 2:00 PM | Break | |
| | 2:10 PM | EvolvGift | Nellie Schlachter |
| | 2:35 PM | The Art Of Mastering Level 3 | Dawson Dimmett |
| | 3:05 PM | Break | |
| | 3:15 PM | What Happens Post Approval? | Kylee Rathgeber |
| | 3:45 PM | Overcoming Objections | Jerry Faith |
| | 4:15 PM | Closing Remarks | EU Committee |
| | 4:30 PM | Dismissal | |