



November 2nd - 5th

MONDAY

Time	Module	Facilitator
8:00 AM	Meet the Evolv University Team	EU Committee
8:15 AM	Welcome & Introduction To Evolv	Allan Noe
9:10 AM	Break	
9:20 AM	Operational Flow & Who To Call	Megan Noe
10:05 AM	Building Tour	Allan Noe
10:50 AM	Intro to Evolv's Products & How to Place them	Jacob Noe
11:50 AM	Terminology Review	Jerry Faith
12:15 PM	Lunch	
1:00 PM	Hands-On Equipment Overview	Benjamin Barchet
1:30 PM	How to Handle Underwriting	Kylee Rathgeber
2:20 PM	Break	
2:30 PM	Merchant Pricing & How to Earn Revenue	Dawson Dimmett
3:05 PM	Intro to Evolv's Merchant Account Center (MAC)	Kylee Rathgeber
3:35 PM	Break	
3:45 PM	Product Matrix & Proposals	Dawson Dimmett
4:30 PM	Dismissal	

TUESDAY

Time	Module	Facilitator
8:00 AM	Virtual Huddle Call	Kylee Rathgeber
9:00 AM	Managing Risk Within Your Portfolio	Conci Yoder
9:40 AM	Break	
9:50 AM	Bridge the Gap to Healthcare Merchants	Jerry Faith
10:15 AM	Paperwork & How to Submit Applications	Kylee Rathgeber
11:10 AM	Break	
11:20 AM	Quick, Simple, & Easy Virtual Terminal Solutions	Benjamin Barchet
12:00 PM	Lunch	
12:45 PM	Enhance Payments with the Optimize Gateway	Dawson Dimmett
1:10 PM	Streamline Workflow with Invoicepath	Benjamin Barchet
1:50 PM	Break	
2:00 PM	CEDP: Requirements, Impact, & Implementation	Kylee Rathgeber
2:25 PM	Genius POS Referral Program & Success Stories	Dawson Dimmett & Jacob Noe
3:15 PM	Break	
3:25 PM	How To Win With Digital	Jacob Noe & Bree Miracle
4:10 PM	Dismissal	



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WEDNESDAY

Time	Module	Facilitator
8:00 AM	How to Set an Appointment & Thrive	Whitney Belcher
8:50 AM	How to Obtain Referral Relationships	John Johnson
9:30 AM	Break	
9:40 AM	Choosing Winning Verticals	Jerry Faith
10:10 AM	How to Avoid Revenue Loss	Megan Noe
11:00 AM	Break	
11:10 AM	MAC Practice	Kylee Rathgeber
11:40 AM	Lunch	
12:25 PM	Selling with Conviction	John Johnson
1:25 PM	Break	
1:35 PM	Closing InvoicePath in One Call	John Johnson
2:35 PM	Break	
2:45 PM	How to Be Successful in the World of Payments	Dawson Dimmett
3:15 PM	Elevate Your Networking Skills	Jerry Faith
3:45 PM	Dismissal	
5:30 PM	Dinner	

THURSDAY

Time	Module	Facilitator
8:00 AM	Genius POS: Verticals & Expectations	Jerry Faith
8:50 AM	Buyer's Choice Sales Call	John Johnson
9:40 AM	Break	
9:50 AM	Payroll & Bookkeeping	Jerry Faith
10:30 AM	Break	
11:20 AM	What Happens Post Approval?	Kylee Rathgeber
11:50 AM	Overcoming Objections	Jerry Faith
12:20 PM	Closing Remarks and Dismissal for Lunch	



OUR VISION IS TO INCREASE SALES, REDUCE COST, AND MITIGATE RISK FOR OUR MERCHANTS, AGENTS AND PARTNERS.