



CONNECT. LEARN. LEAD.

ABB Customer World

Distributor Day Agenda

Sunday, March 3

6:00 - 9:00 p.m.

Welcome reception for distributors and ABB employees at George R. Brown Convention Center

Monday, March 4

11:30 a.m. - 12:30 p.m.

Private distributor lunch with ABB global leadership for distributors and sales responsible for distribution

12:45 - 2:15 p.m.

Executive discussion with ABB US leadership for executive management from distributors

12:45 - 4:45 p.m.

Value based selling for distributor sales people

2:30 - 3:30 p.m.

US and global economic outlook in the Business Forum

3:45 - 5:00 p.m.

Breakout sessions with local division leaders

5:00 p.m. - 6:30 p.m.

Reception in the Technology and Solution Center

GEORGE R. BROWN
CONVENTION CENTER
HOUSTON, TEXAS

MARCH 4-7, 2019