

MMA BROKER SMACKDOWN

Minneapolis, MN • August 7 - 8, 2019

Wednesday, August 7

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| 8:00 – 8:15 am | Welcome & Opening Remarks |
| 8:15 – 9:00 am | Program Introduction |
| 9:00 – 10:00 am | Introduction to Simulation, Underlying Premise, Rules of the Road, and Navigation Tips |
| 10:00 – 10:30 am | Pop Quiz
Testing your understanding of the simulation based on the pre-reading assignments |
| 10:30 – 11:30 am | Round Zero: "As-Is"/SWOT Analysis |
| 11:30 – 12:15 pm | Strategy Planning
Discussion on team's strategic plan and introduction to MOST (Mission, Objective, Strategy, Tactics) |
| 12:15 – 1:00 pm | Lunch |
| 1:00 – 3:00 pm | Competition Begins – Round One: Year 2021: Implement Strategies & Tactics |
| 3:00 – 3:15 | Break |
| 3:15 – 4:15 pm | 2021 Results: Financial Reporting – P&L's, Balance Sheets, Cash Flows |
| 4:15 – 5:00 pm | Round Two: Year 2022 - Part 1 |
| 5:00 – 5:30 pm | Day One Wrap Up |

Thursday, August 8

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| 8:00 – 8:05 am | Day One Reflections |
| 8:05 – 9:20 am | Round Two – Part 2 |
| 9:20 – 9:30 am | Break |

9:30 – 9:45 am	2022 Results: Profit Levers and Key Performance Indicators
9:45 – 11:15 am	Round Three: Year 2023
11:15 am – Noon	Lunch & Prepare Final Presentations/After-Action Reviews
Noon – 12:30 pm	Present Final Presentations/After-Action Reviews
12:30 – 1:00 pm	Results, Winner, and Program Wrap Up