



RE

Surgical Mid-Year **Sales Meeting** 2022

9-13 May #BrilliantMomentum

RAM / PDM

Meeting Agenda

Alcon
SEE BRILLIANTLY

REUNITE

DAY 1 Monday 9 May 2022

11:30 am	Registration Open <i>Level 1 Foyer</i>
12:00 pm	Lunch <i>Level 1 Foyer</i>
1:00 pm	ANZ Reunited <i>Surfers & Currumbin Room</i>
1:50 pm	APAC Update <i>Surfers & Currumbin Room</i>
2:20 pm	Let's Talk with Karen <i>Surfers & Currumbin Room</i>
3:05 pm	Afternoon Tea <i>Level 1 Foyer</i>
3:35 pm	The Week Ahead: Beginnings <i>Surfers & Currumbin Room</i>
3:50 pm	Guest Speaker – Kate Mulvenan <i>Surfers & Currumbin Room</i>
4:50 pm	Recap & Close <i>Surfers & Currumbin Room</i>
6:30 pm	Re:Unite Dinner <i>Poolside, Level 5</i>

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RECONNECT

DAY 2 Tuesday 10 May 2022

9:00 am	Breakouts
9:00 am	Lessons Learnt from Mono to PC Practice <i>Surfers Room</i>
9:30 am	2022 IOL Strategy Focus & Review Vivity P2 Sales Aid <i>Surfers Room</i>
10:30 am	Debunking the Plus (Monofocal Plus) Abridged <i>Surfers Room</i>
11:00 am	Morning Tea <i>Level 1 Foyer</i>
11:30 am	Breakout
11:30 am	Optical Equivalence & Intermediate Vision <i>Surfers Room</i>
1:00 pm	Lunch <i>Level 1 Foyer</i>
1:30 pm	Team Building Activity <i>Offsite – Meet in Hotel Lobby</i>
6:45 pm	Re:Connect Dinner <i>Meet in Hotel Lobby – walking to The Island Hotel</i>

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RECHARGE

DAY 3 Wednesday 11 May 2022

7:00 am	Morning Yoga (optional – 45 min) <i>Level 5, Tennis Court</i>
9:00 am	Vivity & Eyhance Sales Aid Role Play <i>Surfers Room</i>
10:00 am	Verion Upgrades & Targets <i>Kirra Room</i>
11:00 am	Morning Tea <i>Level 1 Foyer</i>
11:30 am	Clinical papers (4) <i>Surfers Room</i>
1:00 pm	Lunch <i>Level 1 Foyer</i>
2:00 pm	Contrast Sensitivity / Dry Eye <i>Currumbin Room</i>
3:00 pm	Afternoon Tea <i>Level 1 Foyer</i>
3:30 pm	Verion Overview & Strategy Presentation <i>Currumbin Room</i>
4:00 pm	Verion Update & Hands On <i>Currumbin Room</i>
6:00 pm	Re:Charge Dinner <i>Meet in Hotel Lobby – Transfer to Marina Mirage, The YOT</i>
9.45 pm	Return Transfer to Hotel

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REFOCUS

DAY 4 Thursday 12 May 2022

7:00 am	Esplanade Walk (optional – 1 hour) <i>Meet Walk Leader in Hotel Lobby</i>
9:00 am	It's a Marriage, Not a One Night Stand! Re-Focus & Become Curious Again! <i>Surfers Room</i>
11:00 am	Morning Tea <i>Level 1 Foyer</i>
11:30 am	ARGOS Competitive Landscape Update & Strategy <i>Burleigh Room</i>
12:30 pm	Verion Upgrade Proposals <i>Burleigh Room</i>
1:00 pm	Lunch <i>Level 1 Foyer</i>
2:00 pm	Strategic Operations Corporate Update <i>Surfers Room</i>
3:00 pm	Clareon Sales Aid / Leave Behind <i>Surfers Room</i>
3:30 pm	Afternoon Tea <i>Level 1 Foyer</i>
4:00 pm	PanOptix Sales Aid Review / PanOptix Sales Aid Role Play <i>Kirra Room</i>
5:00 pm	Re-Focus Canapes & Drinks <i>Level 1 Foyer</i>

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READY SET GO

DAY 5 Friday 13 May 2022

9:00 am	Clarity Characteristics of our Messaging <i>Surfers Room</i>
10:00 am	Recap of the Week <i>Surfers Room</i>
10:15 am	Morning Tea <i>Level 1 Foyer</i>
10:30 am	Meeting Close <i>Surfers Room</i>
11:30 pm	Lunch (Grab and Go) <i>Level 1 Foyer</i>
12:00 pm	1st Airport Transfers Depart
1:30 pm	2nd Airport Transfers Depart

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