



Lounge Schedule



Wednesday

9.00 - 10.00

Welcome to the #hubolution

Rob Jones The Mayor of Inbound

11.45 - 12.15

B2B Sales Benchmarks

Latest Insights from 3M+ Opportunities in 2023

Guy Rubin Ebsta

12.45 - 1.15

Automating Workflows with ClickUp & HubSpot

Mark Stoddard & Alex Hunte ClickUp

1.30 - 2.00

Live Workshop

Teardown of a Customer Insight Report

Guy Rubin Ebsta

Rashida Goryawala RevPartners

2.00 - 2.30

Don't Fk Up The Interview**

Ken Armes & Bridget Acozar HubSearch

2.30 - 3.30

The Supered Adoption Framework

Matt Bolian Supered

3.45 - 4.15

The Link between Ease-of-Use & Revenue

Audrey Mattoon Mainstay

4.15 - 4.45

Scaling with HubSpot & Salesloft

Keith Cordeiro Salesloft

Dave Mehta Reneveer

4.45 - 5.15

A Buyer's Guide to Reviews & Directories

Andrew Stapleton G2



Lounge Schedule



Thursday

9.00 - 9.30

How to Match your Comp to your Scaling Sales Team

Graham Collins & Sara Strobe QuotaPath

9.30 - 10.00

Product Led Growth: Strategies for Success

Shadab Khan RevPartners

10.15 - 10.45

Unlocking ROI

How Marketing Leaders can Navigate Challenges & Prove ROI

Sangram Vajre GTM Partners

11.00 - 11.30

Designing a Customer-Focused Sales Process

Mike Montague & Emily Reggia Sandler

11.45 - 12.15

5 Playbooks We Used To 2x Revenue In This Economy

Mark Stagi Avoma

12.15 - 12.45

RevOps Integration Strategies

Wayne Lopez Verify

12.45 - 1.15

Fireside Follow-Up: Revenue Acceleration

Buyer-Centric Go-to-market for B2B Software

Liz Christo Stage 2 Capital

Richard Sgro Insight Partners

1:15 - 1:45

Storybrand's Messaging Framework

JJ Peterson Storybrand

2.00 - 3.00

The \$10k HubSpot & Supered Pitch Competition

Matt Bolian Supered

3.00 - 3.30

Maximizing Sales Efficiency: A Chili Piper Deep Dive

Tom Rowe & Jennifer Castillo Chili Piper

4.00 - 4.45

Admin HubSpot User Group: Meetup

Hosted by **Kyle Jepson & D'Ana Guiloff**



#Hubolution Afterparty

5.30 - 8.30 The Westin Pavilion (near Lawn on D)





Lounge Schedule



Friday

9.00 - 9.30

Live Podcast Recording

Guy Rubin Ebsta
Brendan Tolleson RevPartners
Matt Bolian Supered

9.30 - 10.00

Your CRM is a Product, Not a Project

Hannah Rubin RevPartners

10.00 - 10.30

How to Scale Sales Process with AI

Mayra Ceja & Scott Murray HubSpot for Startups

11.00 - 11.30

If it isn't Adopted, it doesn't Exist

Cameron Collins RevPartners

11.30 - 12.00

Why Your Integration Will Suck

Thomas Hoover RevPartners

12.00 - 12.30

Deep Dive into an IMPACT-Award Winning Implementation

Rashida Goryawala RevPartners

12.30 - 1.00

How to Leverage ChatGPT to Supercharge your HubSpot

Joe Burchard RevPartners

