## **Owners Management Program**

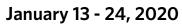
January 13 - 24, 2020



<b>MONDAY, JANUARY 13</b>	TUESDAY, JANUARY 14	WEDNESDAY, JANUARY 15	THURSDAY, JANUARY 16	FRIDAY, JANUARY 17
6:00 - 9:00 a.m.	6:00 - 9:00 a.m.	6:00 - 9:00 a.m.	6:00 - 9:00 a.m.	6:00 - 9:00 a.m.
Continental Breakfast	Continental Breakfast	Continental Breakfast	Continental Breakfast	Continental Breakfast
UCLA Guest House	UCLA Guest House	UCLA Guest House	UCLA Guest House	UCLA Guest House
9:00 a.m 12:00 p.m.	9:00 a.m 12:00 p.m.	9:00 a.m 12:00 p.m.	9:00 a.m 12:00 p.m.	9:00 a.m 12:00 p.m.
Strategy Creation	Strategy Delivery	Business Models & The Business	Understanding Family Business	Persuasion & Influence
lan Larkin	lan Larkin	Model Canvas Overview	and Succession Planning	Noah Goldstein
		Al Osborne	Al Osborne	
12:00 - 1:30 p.m.	12:00 - 1:30 p.m.	12:00 - 1:30 p.m.	12:00 - 1:30 p.m.	12:00 - 1:30 p.m.
Lunch	Lunch on campus	Lunch	Lunch	Lunch on campus
Executive Dining Room		Executive Dining Room	Plateia @ Luskin Conference Center	
1:30 - 5:00 p.m.	1:30 - 5:00 p.m.	1:30 - 5:00 p.m.	1:30 - 5:00 p.m.	1:30 - 4:30 p.m.
Strategy Capture	Strategy Research	Defining the Value Proposition:	Corporate and Family Governance	Persuasion & Influence, continued
lan Larkin	lan Larkin	with Blue Ocean Strategies	Al Osborne	Noah Goldstein
		The Innovator's Dilemma and		
		Disruptive Technologies		
		Al Osborne		
		<u>/ 11 0 0 0 0 11 10 10 10 10 10 10 10 10 1</u>		
D:		16.00	0:	ln:
Dinner on own	Dinner on own	6:00 p.m. Dinner	Dinner on own	Dinner on own
		Executive Dining Room		
		Executive Diffing Room		
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<sup>\*</sup>This schedule is subject to change.

## Owners Management Program





MONDAY, JANUARY 20	TUESDAY, JANUARY 21	WEDNESDAY, JANUARY 22	THURSDAY, JANUARY 23	FRIDAY, JANUARY 24
6:00 - 9:00 a.m.	6:00 - 9:00 a.m.	6:00 - 9:00 a.m.	6:00 - 9:00 a.m.	6:00 - 9:00 a.m.
Continental Breakfast	Continental Breakfast	Continental Breakfast	Continental Breakfast	Continental Breakfast
UCLA Guest House	UCLA Guest House	UCLA Guest House	UCLA Guest House	UCLA Guest House
9:00 a.m 12:00 p.m.	9:00 a.m 12:00 p.m.	9:00 a.m 12:00 p.m.	9:00 a.m 12:00 p.m.	9:00 a.m 12:00 p.m.
Individual Business Project Work	Digitial Transformation	Individual Business Project Work	Financial Statements and	Owner's Panel
George Abe	Anand Bodapati	George Abe	Revenue Recognition	George Abe
			Henry Freidman	
				Site Visit
				George Abe
				George Abe
12:30 - 1:30 p.m.	12:00 - 1:30 p.m.	12:00 - 1:30 p.m.	12:00 - 1:30 p.m.	12:00 - 1:30 p.m.
Lunch	Lunch on campus	Lunch	Lunch	Lunch
Executive Dining Room	100 500	Executive Dining Room	Plateia @ Luskin Conference Center	Executive Dining Room
1:30 - 5:00 p.m.	1:30 - 5:00 p.m.	1:30 - 5:00 p.m.	1:30 - 4:30 p.m.	1:30 - 3:30 p.m.
Sales and Channels			Accounting Ratios and Valuation	Individual Business Project Work and Introduction to UCLA
Andres Terech	Anand Bodapati	Randy Bucklin	Henry Freidman	Anderson Accelerator
				George Abe
				George Abe
				3:30 - 4:00 p.m.
				Debrief & Takeaways
				George Abe
Dinner on own	Dinner on own	6:00 p.m.	Dinner on own	Dinner on own
		Reception		
		Luskin South Courtyard		

<sup>\*</sup>This schedule is subject to change.