CHAUFFEUR driven NLA EXECUTIVE RETREAT
June 14-17 ✿ Fontainebleau Miami Beach

A Learning Experience That Refines Strategies and Fuels Growth

THE MIND BEHIND THE SESSIONS



Victor Antonio is a globally recognized sales trainer and consultant with a 20-year track record as a top sales executive, culminating in his role as president of global sales and marketing. Using his signature humor wit, he has trained organizations across the world–including in Europe, Asia, the Middle East, Australia, Latin America, and South Africa–and has shared the stage with leading business figures. Recently inducted into Top Sales Magazine's Hall of Fame and named one of the Top 30 Global Sales Gurus for 2025, Antonio is also the author of 18 books on sales, motivation, and AI, including his latest release, Future of Selling, which explores how AI is reshaping modern sales. He also holds a bachelor's degree in electrical engineering and an MBA.

Don't Miss Your Place At The Retreat!
Register online at CDNLAExecutiveRetreat.com



ELEVATING YOUR SALES ENGINE WITH STRATEGY, STRUCTURE, AND SCALABLE GROWTH (PART 1)

Monday, June 15, 2026 | 9:30 a.m.-12:00 p.m. with Victor Antonio
Take a step back and evaluate how your sales efforts are structured today. You will learn how to build a more consistent, effective sales process while strengthening your team and targeting the right clients. Walk away with clear, practical ways to improve alignment, increase accountability, and support long-term growth.

UNLOCKING REVENUE OPPORTUNITIES THROUGH ADVANCED UPSELLING, CLIENT EXPANSION, AND OBJECTION STRATEGY (PART 2)

Monday, June 15, 2026 | 2:30-5:00 p.m. with Victor Antonio
Focus on uncovering more revenue from the opportunities you already have. You will learn how to position value more effectively, strengthen client relationships, and handle objections with confidence–without competing on price. Walk away with practical techniques to increase conversions, grow account value, and drive more consistent results.

STAGES OF YOUR BUSINESS ROUNDTABLE COMPETITION

Tuesday, June 16, 2026 | 10:00 a.m.-12:30 p.m. with Ken Lucci
This immersive and fun competition is designed to stress-test your leadership in real time. Attendees will be divided into growth-stage scenarios–ranging from small to midsize fleets (10-20 vehicles) in the "grind" phase to larger, seasoned operations focused on acquisition, succession, and legacy. Working in teams, you'll navigate a series of high-pressure challenges across five critical disciplines: operations, financial/cash challenges, team culture, service quality, and revenue growth. With some guidance from industry veterans, this session utilizes a competitive game format to showcase the best ideas in the room. From mastering the art of replacing yourself to handling service failures in the field, each table must collaborate to provide tangible, creative solutions to win over the judges. With bonus rounds and points awarded for out-of-the-box thinking, only one team from each scenario will emerge victorious.

