

Global Sources Summit Agenda

(April 17–19, 2017)

Venue:

Level 2, Room 201A,
East Lobby,
AsiaWorld-Expo,
Hong Kong International Airport

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香港亞洲國際博覽館東大堂 2 樓 201A 號房

April 16: Informal Networking (Optional)

Time	Topic	Venue
18:00 – 20:00	Meet-up for speakers and attendees who arrive the day before the Summit RSVP to SummitInfo@globalsources.com if you are planning to attend	The China Coast Bar + Grill, Regal Airport Hotel

April 17

Time	Topic	Speaker
8:00 – 9:00	Breakfast / Registration	
9:00 – 9:45	Case Study: How My Private Label Product Ended up on Oprah's Favorite Things List	KJ Robinson <i>JAKAB Solutions, Inc.</i>
9:45 – 10:30	Case Study: How We Grew One SKU to \$1 Million in One Year off Amazon	Andrew Tan & Alvan Mar <i>Marlaine Corp Pte Ltd</i>
10:30 – 10:45	Networking Break	
10:45 – 11:30	The Rise of Chinese Amazon Sellers: eCommerce Lessons and the State of the Marketplace for 2017	Zack Franklin <i>Valuelink Corporation</i>
11:30 – 12:30	Automation - The Secret Sauce to Scale on Amazon	Bernie Thompson <i>Efficient Era Corporation</i>
12:30 - 13:30	Buffet Lunch / Networking	
13:30 – 14:30	The Biggest Mistakes Most Amazon Private Label Entrepreneurs Are Making From The Get Go	Neil & Karen Gwartzman <i>Private Label University</i>
14:30 – 15:30	Quality Control Strategy and Tools for FBA Sellers	Renaud Anjoran <i>Sofeast Ltd</i>
15:30 – 15:45	Networking Break	
15:45 – 16:45	China Sourcing 2017: Practical Tips, Best Practices & Common Mistakes	Mike Bellamy <i>PassageMaker Sourcing Solutions</i>
16:45 – 17:45	Lessons Learned from Visiting Electronics Factories	Neale O'Connor <i>China Sourcing Academy</i>
17:45 – 18:30	Networking	

April 18

Time	Topic	Speaker
10:00 – 12:00	VIP Guided Tour of eCommerce Pavilion and Ready-to-Buy Gallery OR Walk the Shows on your Own - Meet suppliers on the show floor and start sourcing	
12:00 – 13:00	Networking Lunch	
13:00 – 14:00	How to Private Label Electronics on Amazon with Confidence	Brian Pitchford <i>Accelerated Sourcing</i>
14:00 – 15:00	Streamlining Operations in China to Scale your Business	Sam Boyd <i>Guided Imports</i>
15:00 – 15:15	Networking Break	
15:15 – 16:15	How to Protect Your IP From China, Especially From Your Own Manufacturer	Dan Harris <i>Harris Bricken</i>
16:15 – 17:15	Protecting Your Rights : How to Stop Hijackers	CJ Rosenbaum <i>Amazon Sellers Lawyer</i>
17:15 – 17:45	Travel Hacking for Business Owners	Anthony Cofrancesco <i>Brainy Travel</i>
18:00 – 20:00	Meet-up / Networking	

April 19

Time	Topic	Speaker
9:00 – 10:00	Supercharge Your Amazon PPC	Michael Hartman <i>Inc. Plan (USA)</i>
10:00 – 11:00	Understanding your European VAT Obligations to Successfully Trade Cross Border	Claire Taylor <i>CEO & Founder, SimplyVat.com</i>
11:00 – 11:15	Networking Break	
11:15 – 12:15	Utilizing Product Photography, Packaging and Inserts to Most Strategically Increase Sales	Erick Rodriguez <i>Founder, Virtuous Graphics</i>
12:15 – 13:30	Networking lunch	
13:30 – 14:30	The Exit Strategy: How to Sell Your Amazon Business for Maximum Profit	Mike Vranjkovic <i>Empire Flippers</i>
14:30 – 14:45	Wrap-up	
14:45 – 18:00	Walk the show on your own	

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