IT NATION GROW Q4 2026

THE AGENDA, BY PERSON

Tampa · 9-10 December 2026. Your sales lead, your tech lead and your second in command (2IC).

Tags show who each session suits: Sales your sales lead, Tech your tech lead, 2IC your second in command, Everyone the whole team. ★ Featured: the keynotes and the sessions led by people in our preview. Agenda from the organiser's app, checked 2 November 2026.

TUESDAY 8 DECEMBER

17:00	NETWORKING	ITN Grow Meet & Greet on the Pool Deck	Everyone

WEDNESDAY 9 DECEMBER

08:00	WORKSHOP	Day 1 morning: Intro, Overview, Acronyms & Key Concepts; Define Your Why, Mode, and Personal Vision; Select Key Subject Matter Experts; Prepare for Transition Readiness (Business, Baseline Valuation, Financial, and Personal); Company Structure	Everyone
12:00	MEAL	Lunch	Everyone
13:00	WORKSHOP	Day 1 afternoon: Financial Deep Dive (Tax planning and formal Quality of Earnings); Prepare the Book and Data Room (Confidential Information Memorandum and Digital Data Room); The Deal (Buyer's list, go to market strategy, Indications of Interest, management presentations, Letters of Intent, understanding Private Equity)	Everyone

THURSDAY 10 DECEMBER

08:00	WORKSHOP	Day 2 morning: The Deal (continued); Deal Structure (Cash at close, rollover equity, earn out, stock, seller's note, ongoing employment, other); Due Diligence and Closing (Due diligence deep dive, definitive agreement, and closing)	Everyone
12:00	MEAL	Lunch	Everyone
13:00	WORKSHOP	Day 2 afternoon: The Transition (Integration, earn-out, and emotional rollercoaster); Post Transition (End of former role, transition to next chapter: purpose and meaning, identity, relationships, structure, and freedom)	Everyone