



Staffing and Recruiting Conference 2012



Thursday

1:00 – 5:00	UNConference with Kevin Grossman, Jonathan Campbell, Matt Charney, Zachary Misko & Geoff Webb
5:30 – 7:00	Exhibitor/Owner/Manager Cocktail Party

Friday

7:30– 5:00	Exhibit Hall Hours		
8:00 – 9:00	Breakfast in the Exhibit Hall		
9:00 – 10:15	Keynote Speaker– John Klymshyn, “The Mystery of Greatness”		
10:15–10:45	Refreshment Break in the Exhibit Hall		
	Owner/Manager Track	Recruiters Track	Sales Track
10:45 – Noon	Richard Simmons “Legal Update”	Frank Risalvato “Skill Marketing Candidates for More Fees”	John Klymshyn Serious About Sales I “Opening Windows”
Noon – 1:00	Lunch		
1:00– 2:00	Greg Palmer “Labor Forecast as it Relates to The Staffing Industry”	Frank Risalvato “Transitioning to Engaged from Contingency”	Show and Tell CONTEST
2:15– 3:30	Greg Palmer “M&A Market Update and How an ESOP Might Apply to You”	Pinnacle Panel with Carol Wenom	John Klymshyn Serious About Sales II “Conversation Momentum”
3:30 – 4:00	Refreshment Break in the Exhibit Hall		
4:00 – 5:15	Ed Lenz “Current Developments in Health Care Reform”	Pinnacle Panel with Carol Wenom	John Klymshyn Serious About Sales III “Continuous Forward Motion”
6:00 –7:00	PAC Party by Invitation Only (for PAC contributors)		
7:00 – 10:00	Magical Mystery Tour Dinner & Party		

Saturday

7:30 – 1:30	Exhibit Hall Hours		
8:00 – 9:00	Breakfast in the Exhibit Hall		
9:00 – 10:15	Keynote Speaker – Judi Moreo, “How to Succeed in Tough Times”		
10:15–10:45	Refreshment Break in the Exhibit Hall		
	Owner/Manager Track	Recruiters Track	Sales Track
10:45 – Noon	Rob Mosley “What Great Managers Really Do!”	Steve Harari “New Rules of Engagement: A Recruiter’s Guide”	Ken Keis “Why Don’t You Sell the Way that I Buy?”
Noon – 1:00	Lunch & Awards		
1:00– 2:00	Judi Moreo “Developing Your Emotional Intelligence”	Ken Keis “Learn How Assessments Will Improve Your Effectiveness, Increase Your Credibility & Enhance Your Results”	Rob Mosley “Best Practices that Drive Revenue”
2:15– 3:30	Rapid Fire Roundtables with Judi Moreo, Jason Ortner, Ken Keis and others		