

Staffing World 2009 Workshops

Thursday, Oct. 22 Immersion Workshops	Wednesday, Oct. 21 (Knowledge Network 11 a.m.–12:30p.m.)			Thursday, Oct. 22 (Immersion programs 8:30–10:30 a.m.)			Friday, Oct. 23 (9–10:15 a.m. Café with Wintrip)	
8:30–10:30 A.M.	Learning Tracks	2–3:00 P.M.	4:15–5:30 P.M. (Section Sessions)	11:30 A.M.–12:30 P.M.	2:30–3:45 P.M.	4:30-5:30 P.M.	9-10:15 A.M.	10:30-11:45 A.M.
Staffing Feud! A Legal Game Show (and Employment Law Discussion) (Stephen Dwyer, Esq., Toby Malara, Esq.)	Executive and Management	Building a Staffing and Recruiting Company from the Inside Out: The People Behind the Promise (Joe Calloway)	Executive Discussion: Timely Ideas to Grow Your Business (Aaron Green, CSP)	Three Recessions, Three Turn Arounds (Sean Bisceglia)	State of Workers' Compensation (Bill Nagel)			Rethinking VMS and MSP: Great Opportunities for Staffing Companies? (Roy Butler, Stephen Holmes, Steven Ranson)
						The Power of Profitability: Strategies for Maximizing Shareholder Value (Panel moderated by Greg Palmer)		
	Sales and Business Development	Government Contracts—Assurance and Stability in Times of Change (Brad Billik, Threase A. Baker) Strategic Marketing: The Best Message, the Right Placement, the Best Results (Jim Lanzalotto)		Net Promoter in the Staffing Industry—Listening to Clients and Candidates (Eric Gregg)	Branding in a Tough Economy: Surpass the Competition (Eric Gilpin)	Value Propositions That Open Doors and Close Deals (Fran Goldstein, CPC, CTC)		Master the Marketplace—Create Demand for Your Brand (Fay Fleming)
				Building RPO Capabilities for Future Growth (Michael Beygelman)				
	Operations and Staff Development	Focus on the Best (Barb Bruno, CPC, CTS)		Technology Integration for Operations Efficiency—Back to the Future (Panel moderated by Hope Bradford)	Delegating: An Art of Giving, Receiving, and Leveraging Time (Mitzi Weinman)	E-Verify: the Key to Getting and Keeping Client Contracts* (Helen Konrad, Esq.)	Take Charge of Change From the Inside Out: From Breakdown to Breakthrough (Sharon Melnick, PhD)	
Successful Client Management: It's About Time (Mitzi Weinman)	Recruiting, Placement, and Direct Hire	Use Offshore Recruiters to Lower Cost—Select the Right Partner (Hank Levine)	Understand the Job Seeker to Make the Placement (Lisa Watson, Karla Russell)		LinkedIn: Online Business Networking (Part 1) (Jim Browning)	LinkedIn: Online Business Networking (Part 2) (Jim Browning)	Direct Hire Do's and Don'ts: Best Practices to Comply With the Law* (Joel Klarreich, Esq., Renee Silver, Esq.)	Social Media in Staffing (Jason Reese)
								The Art and Science of Taking and Creating Work Orders (Gary Greene)
	Technical, IT, and Scientific		Tech Talk—Conversations With Sector Peers (Gary Morris, J.J. Hurley)	Legal Issues and Trends in IT Staffing* (Diane Geller, Esq.)		Solution Sales for IT Staffing (Dan Fisher)		
	Health Care		Health Care Staffing—Conversations With Sector Peers (Panel moderated by Bob Livonius)		What's Hot in Allied Health Care? (Larry Kraska)		The Stimulus Package for Health Care Staffing—Getting Job Orders and Recruiting Candidates (Marc Bowles)	
	Industrial		Industrial Rebound—Conversations With Sector Peers (Bill Rohr, CSP, Joe Mackey, CSP)		Transitional Business Opportunities for Industrial Staffing (Jennifer L. Dean)		Crack the Classification Code—the Key to Controlling Workers' Compensation Costs (Michael Mann, Ken Stryczek)	
	Professional		Professional Staffing—Conversations With Sector Peers (Julian Joy, CSP)	An Insider's Point of View: Feedback From HR Professionals (Greg Doerschling)			Consider the Full Service Model—Tell Your Clients to Stop the Shopping (Bobbie Ann Miller)	

*Qualifies for legal continuing education