

Updated: 10/28/11

BETTING THE HOUSE ON SUCCESS IN 2012

ASGgroup
Affiliated Staffing Group

MEETING AGENDA

NOVEMBER 2 - 4, 2011



The Cosmopolitan of Las Vegas

3708 Las Vegas Boulevard South
Las Vegas, Nevada 89109

www.cosmopolitanlasvegas.com

MARK YOUR CALENDARS - 2012 MEETINGS

FEBRUARY 16 - 17, 2012 - Owners Only (Puerto Rico)
Rooms Reserved Wednesday to Sunday

MAY 5 - 6, 2012 - Member Market (Memphis, Tennessee)
Host Company is Wise Staffing

NOVEMBER 2012 - Annual Education Meeting
South Beach (Miami, Florida)

Afternoon Breakout Sessions Owners

1:50PM - 4:30PM

OWNER BREAKOUT

Part I - Compensation Programs - Discussions on what is effective in Today's Staffing World to drive revenue and profits. Please be prepared to talk about successful compensation programs.

Part II - Owners Session and Financial Reporting - To participate and bring the most value to your fellow ASGroup members, the Excel spreadsheet should have been submitted. Summarization and comparison with rest of staffing industry of financial spreadsheet.

3:00PM - 3:15PM

BREAK

3:20PM - 4:30PM

OWNER BREAKOUT – cont'd

Part III - Issues & Opportunities Roundtable - Members shall submit issues and opportunities in advance that they are facing. Take this time to us your fellow ASGroup members as an outside Board of Directors. Note: The time frames will be based around the number of Issues and opportunities submitted.

Submitted:

- **“Work force shortage around Skilled Labor”** QTI - Janet Johnson
- **“Selling Candidates – Creating New Orders by Inside Staff”** - Jean Thorne, Inc. - Mary Marso
- **“Computers and Phones” - Problems with multiple locations servers/phones** Protocall Staffing - Fran McGlynn/Roy
- **“Unemployment Costs” - Strategy and Plan for Passing Onto Customers** Bryant Staffing - Kathy Warren

Afternoon Breakout Sessions Key Managers

1:50PM - 4:30PM

KEY MANAGERS BREAKOUT

KEY MANAGERS ROUNDTABLES By Industry Segment

At break... option to move to a different roundtable for 2nd half of session.

GOAL – Share Sales Models and Key Recruitment Techniques or discuss burning issues.

- Industrial Staffing - Diana Smith, Pro Resources
- Office/Direct Hire Staffing - Brittney Reircich, Boly Welch
- Technology Staffing - Janet Johnson, QTI
- Professional Staffing, Healthcare/Finance - Facilitator TBA

3:00PM - 3:15PM **BREAK**

3:20PM - 4:30PM **KEY MANAGERS BREAKOUT – cont'd**

6:30PM **GROUP DINNER – OPTIONAL PARTICIPATION**

THURSDAY, NOVEMBER 3, 2011

Theme of the Day – Industry Consultant Workshop

8:00AM - 8:45AM **CONTINENTAL BREAKFAST**

Vendor Partners Tables around room to visit. Please visit and learn more about their products and services and their updates.

9:00AM - 10:00AM **“SHARPENING YOUR AXE” - Peter Leffkowitz - Morgan Consulting Group**

If you have never treated your staff to experience this recruiting industry legend...his passion, the courage he transfers to his students, the unique phone technique, his brutal honesty and brilliant wordsmithing... they may be missing the opportunity of their career.

10:05AM - 10:20AM **BREAK**

10:25AM - 12:35PM **“SHARPENING YOUR AXE” - Peter Leftkowitz - (cont'd)**

12:40PM - 2:00PM **LUNCH WITH THE VENDOR PARTNERS**

This is sponsored by the Vendor Partners with tables around the Lunch Room. Please thank them and learn more about their products and services.

Georgantas Claims, VEBA, Euler Hermes, Snag a Job

2:10PM - 3:25PM **“SHARPENING YOUR AXE” - Peter Leftkowitz - (cont'd)**

3:30PM - 3:45PM **BREAK**

3:50PM - 5:00PM **“SHARPENING YOUR AXE” - Peter Leftkowitz - (cont'd)**

6:30PM **GROUP DINNER – OPTIONAL PARTICIPATION**

FRIDAY, NOVEMBER 4, 2011

8:00AM - 8:45AM **CONTINENTAL BREAKFAST**

9:00AM - 10:15AM **GOVERNMENT CONTRACTING**
Susan Ebner, Buchanan Ingersoll & Rooney PC

Susan will bring to us a focus on the opportunities and \$\$\$ spent by the Federal Government in the staffing industry.

10:20AM - 10:35AM **BREAK**

10:40AM - 11:55AM **“Betting the House on Success” -**
Brad Qua/David Simpson

Key Managers will develop this portion of the agenda and include the concepts of “betting in a casino”.

12:00PM - 12:35PM **TAKE HOME VALUE**

1:30PM - WHENEVER **ASGROUP “UN-CONFERENCE”**

This is a post-conference meeting for those who want to gain additional take home value. This meeting will allow members to meet and talk one-to-one or in groups with any discussions of open issues or collaborations. There always is mixed interest on ending meetings early on the last day. This session will allow those who did not get enough to get together and share more best practices.

END OF MEETING

***WE HOPE TO HAVE SHARED
BEST PRACTICES THAT GAVE YOU
“TAKE HOME VALUE”***

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