

Updated: 7/17/18

**Tuesday, 11/6/18 – Arrivals and Special Session**

8am – 4pm	<b>SOCIAL EVENTS &amp; ARRIVALS</b>
4:00pm – 6:00pm	<b>AVIONTÉ ASGROUP USERS SPECIAL SESSION?</b>

**Wednesday, 11/7/18 – Keynote Speaker Presentations**

7:00am – 7:45am	<p><b>BREAKFAST WITH AFFILIATE INDUSTRY PARTNERS</b> (Mandatory for Hotel Spend)</p> <p>Please visit our “Affiliate Industry Partners” and learn about their technology and marketing tools that can be resources for the Key Manager Sessions.</p>
7:50am – 8:30am	<b>Welcome to Baltimore – Meeting Overview &amp; Introductions</b>
8:35am – 9:35am	<p><b>STAFFING 2030: WHAT WILL THE LANDSCAPE LOOK LIKE?</b></p> <p><i>Presented by: John Nurthen, Executive Director, Global Research, SIA</i></p> <p>What will the staffing landscape look like in 2030? What will a staffing firm look like in 2030? In this futuristic presentation, SIA's Executive Director of Global Research John Nurthen uses extensive research on market trends to predict what the competitive environment will look like in 12 years' time. From the impact of new technologies to shifting cultural, political and demographic issues, the talent marketplace is more complex than ever, with an increasing need for data and insights to help you future-proof your business and set a course for long-term success.</p>
9:40am – 10:40am	<p><b>RECRUITING BEYOND</b></p> <p><i>Presented by Ira Wolfe, Success Performance Solutions</i></p> <p>---</p>

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<p>10:45pm – 12:00pm</p>	<p align="center"><b>FIRING UP THE 3 R’S- RECRUITMENT, RETENTION, REDEPLOYMENT</b></p> <p align="center"><i>Presented by Name, Company</i></p> <p align="center"><b>RECRUITMENT - USING SOCIAL MEDIA- HOW PAY PER CLICK VALUES YOUR COMPANY</b></p> <p align="center"><i>Ben Bechtel – One SEO</i></p>	
<p>12:00pm – 12:50pm</p>	<p align="center"><b>LUNCH - Membership</b> (Mandatory for Hotel Spend)</p> <p align="center">Please Visit Our Affiliate Industry Partner Tables During Lunch</p> <p align="center"><b>Board Lunch Meeting - Room TBD</b></p>	
<p>12:50pm – 1:10pm</p>	<p align="center"><b>ASGroup MasterMind Group Updates</b></p> <p align="center"><i>Marketing MasterMind: Roy Fazio, Protocall Group</i></p> <p align="center"><i>Industrial Recruitment MasterMind: Debra Lightfritz, The Reserves Network</i></p> <p align="center"><i>Safety MasterMind: Stacia Lenz, Aventure</i></p> <p align="center"><i>Avionte MasterMind: Fran McGlynn, Protocall</i></p> <p align="center"><i>MasterMind Groups Meet on the telephone to share best practices – To sign up and join a MasterMind Group, contact Kellie Macrae, Kelliem@protocallgroup.com</i></p>	
<p>1:15pm – 2:45pm</p>	<p align="center"><b>TRACK 1 – OWNERS</b></p> <p align="center"><b>WHAT’S HAPPENING IN YOUR MARKET – 5 Minutes Each</b></p> <ul style="list-style-type: none"> <li>• Sales Growth/Gross Margin Growth up or down in 1<sup>st</sup> quarter?</li> <li>• What is the single most significant sales or operations issue in your business today?</li> </ul>	<p align="center"><b>TRACK 2 – KEY MANAGERS</b></p> <p align="center"><i>Facilitated by: Key Manager Advisory Committee Team</i></p> <p align="center"><i>Billy Lynch, Pro Resources; Beth Delano, Malone Staffing Solutions;</i></p> <p align="center"><i>Shanel Avritt, Workway; Jill Dohnal, QTI; Leisa Stallard, TRN;</i></p> <p align="center"><i>Erin McMahon, Advanced Resources</i></p>
<p>2:45pm – 2:55pm</p>	<p align="center"><b>BREAK</b></p>	

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<p>2:55pm – 4:55pm</p>	<p><b>ASGROUP BOARDROOM SESSION</b>  <b>Solutions for Issues &amp; Opportunities Facing You</b>  <b>Submit to ASGroup prior to meetings</b></p>	<p><b>TRACK 2 – KEY MANAGERS</b>  <i>Facilitated by: Key Manager Advisory Committee Team</i>  <i>Billy Lynch, Pro Resources; Beth Delano, Malone Staffing Solutions;</i>  <i>Shanel Avritt, Workway; Jill Dohnal, QTI; Leisa Stallard, TRN;</i>  <i>Erin McMahon, Advanced Resources</i></p>
<p>6:30pm</p>	<p><b>Dinner Social –</b></p>	

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**Thursday, 11/8/18 –**

<p>8:00am – 8:50am</p>	<p align="center"><b>BREAKFAST WITH AFFILIATE INDUSTRY PARTNERS</b>          (Mandatory for Hotel Spend)          Please take the time to talk to our valued Affiliate Partners who invest time and money to attend our meetings.</p>
<p>8:55am – 12:00pm           10:55am – 11:10am          BREAK</p>	<p align="center"><b>TOP ISSUES CONFRONTING YOU</b>  <i>Break Out into Office &amp; Professional, Industrial, &amp; Healthcare Staffing</i>  <b>List, Rank &amp; Discuss</b>          A Deep Dive Discussion on Topics, Issues or Opportunities Facing the Staffing Industry</p>
<p>12:05pm – 1:15pm</p>	<p align="center"><b>LUNCH WITH AFFILIATE INDUSTRY PARTNERS</b>  <i>5-Minute Overview Presentations by attending Affiliate Industry Partners</i>  <i>Please Visit Affiliate Partner Tables during lunch and breaks</i></p>
<p>1:20pm – 2:20pm</p>	
	<p align="center"><b>AFFILIATE PARTNER BEST IN RECRUITMENT PRODUCT PRESENTATIONS</b></p>
<p>6:00pm</p>	<p align="center"><b>DINNER – No Planned Dinner</b></p>

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Friday, 11/9/18 – & Take-Home Value	
<b>7:45am – 8:30am</b>	<p><b>BREAKFAST WITH AFFILIATE INDUSTRY PARTNERS</b> (Mandatory for Hotel Spend)</p> <p>Please visit our “Affiliate Industry Partners” and learn about their technology and marketing tools that can be resources for the Key Manager Sessions.</p>
<b>8:30am – 10:30am</b>	<p><b>MEMBER BEST PRACTICES PRESENTATIONS/PANEL- UPDATES ON SUCCESS STORIES</b></p> <ul style="list-style-type: none"> <li>The Case For Centralized Recruitment</li> <li>Offshore Recruitment - Effective Programs for Industrial, Office &amp; Professional, Healthcare</li> <li>Job Boards - What’s new and working for industrial, Office &amp; Professional, and Healthcare</li> </ul>
<b>10:30am – 10:45am</b>	<b>BREAK</b>
<b>10:45am – 11:15am</b>	<p><b>KEY MANAGER MEETING REPORTS</b></p> <p>Key Managers Summarize Significant Meeting Golden Nuggets</p>
<b>11:15am – 11:30am</b>	<b>TAKE HOME VALUE – WHAT WILL YOU PUT TO USE THAT YOU LEARNED FROM THESE MEETINGS?</b>
	<p><b>CONCLUSION OF ASGROUP MEETINGS IN BALTIMORE</b></p> <p><b>“We hope to have shared Top Best Practices and have given you take-home value.”</b></p> <p><b>2019 MEETINGS</b></p> <p><b>FEBRUARY (OWNERS) – PALM SPRINGS, FL.   MAY – CHICAGO, IL   NOVEMBER – SAN ANTONIO, TX</b></p>