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Tuesday, 11/6/18 – Arrivals and Special Session	
8:00am – 4:00pm	SOCIAL EVENTS & ARRIVALS
4:00pm – 8:00pm	<p align="center">AVIONTÉ – COMPAS TECHNOLOGIES DEMO</p> <p>Join the Avionté team for a first look at how the COMPAS Technology acquisition will allow Avionté to deliver significant enhancements to our end to end solution, throughout 2019! CRM, Sourcing, VMS, texting and more!</p> <p>Demo Schedule:</p> <ul style="list-style-type: none"> • 4:00pm • 6:00pm
Wednesday, 11/7/18 – Keynote Speaker Presentations	
7:00am – 7:45am	<p align="center">BREAKFAST WITH AFFILIATE INDUSTRY PARTNERS (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 your company.</p>
7:50am – 8:30am	WELCOME TO BALTIMORE – MEETING OVERVIEW & INTRODUCTIONS
8:35am – 9:35am	<p align="center">STAFFING 2030: WHAT WILL THE LANDSCAPE LOOK LIKE?</p> <p align="center"><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 align="center">THE FUTURE OF STAFFING LOOKS LIKE...?</p> <p align="center"><i>Presented by Ira Wolfe, Success Performance Solutions</i></p> <p>We’re at a critical juncture. The Perfect Labor Storm is converging with the Age of Googlization. A monumental shift is disrupting the way work gets done. Nearly every job as we know will be transformed. No industry or business is immune. Sweeping advancements in technology (AI, machine learning, VR/AR, IoT, autonomous vehicles, and more) will shift the way jobseekers search and businesses hire. What does this mean for staffing? What does the future of staffing look like? Join Ira S. Wolfe on this fascinating journey into the future of work, jobs, and technology where science fiction jumps off the pages of reality.</p>

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<p>10:45pm – 12:00pm</p>	<p align="center">“WORLD CAFÉ”</p> <p align="center">FIRING UP THE 3 R’S – RECRUITMENT, RETENTION, REDEPLOYMENT A BRAIN STORMING PROCESS FOR ATTENDEES</p> <p align="center"><i>Moderated by Scott Fiore, ASG Board, TriStarr Staffing</i></p> <p align="center">Each attendee will have a chance to rotate to each of the three topical roundtables with subject matter on recruitment, on retention, and on redeployment.</p>	
<p>12:00pm – 12:50pm</p>	<p align="center">LUNCH - MEMBERSHIP (Mandatory for Hotel Spend)</p> <p align="center">Please Visit Our Affiliate Industry Partner Tables During Lunch</p> <p align="center">BOARD LUNCH MEETING - Room TBD</p>	
<p>12:50pm – 1:10pm</p>	<p align="center">ASGROUP MASTERMIND GROUP UPDATES</p> <p align="center"><i>Marketing MasterMind: Leaders Report</i></p> <p align="center"><i>Industrial Recruitment MasterMind: Debra Lightfritz, The Reserves Network</i></p> <p align="center"><i>Safety MasterMind: Stacia Lenz/Cyd Fleckenstein, Aventure</i></p> <p align="center"><i>Avionté 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">TRACK 1 – OWNERS</p> <p align="center">WHAT’S HAPPENING IN YOUR MARKET – 5 Minutes Each</p> <ul style="list-style-type: none"> • Sales Growth/Gross Margin Growth up or down in 1st quarter? • What is the single most significant sales or operations issue in your business today? 	<p align="center">TRACK 2 – KEY MANAGERS</p> <p align="center">TECHNOLOGY: UTILIZING AI TO IMPROVE RECRUITMENT EFFICIENCIES</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; Shanel Avritt, Workway; Jill Dohnal, QTI; Leisa Stallard, TRN; Erin McMahon, Advanced Resources</i></p> <p>1:15pm – 2:15pm: Sense IQ Presented by Steve Myros & Pankaj Jindal</p> <p>2:15pm – 2:45pm: NLP Logix Presented by Ben Webster</p>
<p>2:45pm – 2:55pm</p>	<p align="center">BREAK</p>	

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<p>2:55pm – 4:55pm</p>	<p>TRACK 1 - ASGROUP OWNERS “BOARDROOM SESSION”</p> <p><i>Solutions for Issues & Opportunities Facing You</i></p> <p>Submitted Issues/Opportunities will be discussed.</p>	<p>TRACK 2 – KEY MANAGERS</p> <p>TECHNOLOGY: UTILIZING AI TO IMPROVE RECRUITMENT EFFICIENCIES</p> <p><i>Facilitated by: Key Manager Advisory Committee Team</i></p> <p><i>Billy Lynch, Pro Resources; Beth Delano, Malone Staffing Solutions; Shanel Avritt, Workway; Jill Dohnal, QTI; Leisa Stallard, TRN; Erin McMahon, Advanced Resources</i></p> <p>2:55pm – 3:40pm: RoboRecruiter Presented by Thomas Jenkins</p> <p>3:40pm – 4:40 pm: Haley Marketing Presented by David Searns</p> <p>4:40pm – 4:55pm: Job Boards, What’s Working, Misc. Presented by Advisory Board</p>
<p>6:30pm – 9:00pm</p>	<p>DINNER SOCIAL</p> <p>Fogo de Chão Baltimore</p> <p>600 E. Pratt Street, Baltimore, MD (walking distance from hotel)</p> <p><i>Advanced RSVP Required</i></p>	
<p>Thursday, 11/8/18 – Owner / Key Manager Breakouts & SEO & Google In Recruitment</p>		
<p>8:00am – 8:50am</p>	<p>BREAKFAST WITH AFFILIATE INDUSTRY PARTNERS</p> <p>(Mandatory for Hotel Spend)</p> <p>Please take the time to talk to our valued Affiliate Partners who invest time and money to attend our meetings.</p>	
<p>8:55am – 10:20am</p>	<p>LEADERSHIP – TRAINING & DEVELOPING MANAGERS TO BECOME LEADERS</p> <p><i>Presented by Mike Cleland, Founder, Charted Path</i></p> <p>What do all top performing staffing firms have in common? Disciplined leadership teams. Leveraging over 20 years of staffing experience, SIA research, and in-depth interviews with executive of top performing staffing firms, Mike identified 5 key leadership disciplines that are essential for sustainable growth. This interactive workshop will help identify how to elevate your managers to become transformational leaders that will enable breakthrough growth for your company.</p> <p>This session is an introductory workshop to what may develop into continuing leadership training for Key Managers at ASGroup May & November meetings.</p>	

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10:20am – 10:34am	BREAK	
10:35am – 12:35pm	<p style="text-align: center;">TRACK 1 – OWNERS TOP ISSUES CONFRONTING YOU <i>Break Out into Office & Professional, Industrial, & Healthcare Staffing</i> List, Rank & Discuss A Deep Dive Discussion on Topics, Issues or Opportunities Facing the Staffing Industry</p>	<p style="text-align: center;">TRACK 2 – KEY MANAGERS TECHNOLOGY: JOB BOARDS, MARKETING, ETC. <i>Facilitated by: Key Manager Advisory Committee Team</i> <i>Billy Lynch, Pro Resources; Beth Delano, Malone Staffing Solutions; Shanel Avritt, Workway; Jill Dohnal, QTI; Leisa Stallard, TRN; Erin McMahon, Advanced Resources</i></p> <p>10:35am – 11:20am: Digi-Me Presented by Lindsay Stanton 11:20am – 11:55am: Facebook Presentation Presented by Laura Gomez, The Protocall Group 11:55am – 12:35pm: Zen Desk Presented by Jill Dohnal, The QTI Group</p>
12:35pm – 1:35pm	<p>LUNCH WITH AFFILIATE INDUSTRY PARTNERS <i>5-Minute Overview Presentations by attending Affiliate Industry Partners. Please Visit Affiliate Partner Tables during lunch and breaks</i></p>	
1:40pm – 2:50pm	<p>RECRUITERS’ GUIDE TO DIGITAL MARKETING: GET THE MOST FROM GOOGLE JOBS & YOUR TIME ONLINE <i>Presented by Ben Bechtel and T.J. Butler, 1SEO Digital Agency</i></p> <p>1SEO is a top Search Engine Optimization Company in the northeast. With strong relationships with Google, they will discuss Google’s plans in the near future that might impact recruitment and the Job Board industry. Additionally, they will discuss how “Pay Per Click” might be a relevant strategy to consider for your recruitment planning.</p>	



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<p>2:55PM – 3:55PM</p>	<p style="text-align: center;">WRITING & PUBLISHING A BOOK – AN ASGROUP COLLABORATIVE</p> <p style="text-align: center;"><i>Presented by: Scott Cantrel – Bottom Line Solutions, Nashville, TN</i></p> <p>Join marketing and publishing expert, Scott Cantrell from Project:Publish, as he reveals the consistently most powerful and productive business development strategy for business leaders across industries – becoming a bestselling author. For over ten years now, Scott and his team have been helping business owners maximize their visibility, create massive credibility, and become the preeminent authority and thought leader in their respective marketplace through authorship. Now, Scott is sharing his proven approach with the Affiliated Staffing Group.</p> <p>Specifically during Scott’s presentation, you’ll discover:</p> <ul style="list-style-type: none"> • A simple approach to attracting your most desired prospects by using the Law of Market Gravity • The five key benefits of authorship you can leverage for business growth • The shortcut to easily become a bestselling author with less than six hours of effort <p>This eye-opening program is designed to give you actionable strategies you can use immediately as well as give you a unique opportunity to participate in a collaborative authorship project that will be a staffing industry first!</p>
<p>4:30pm</p>	<p style="text-align: center;">DINNER AT MARY KRAFT STAFFING AND HR SOLUTIONS</p> <p style="text-align: center;">Mary Kraft Staffing and HR Solutions Corporate Office 11350 McCormick Road, Suite 910, Hunt Valley, MD 21031</p> <p style="text-align: center;">Transportation to Mary Kraft’s office is provided by our generous Sponsor and Industry Partner</p> <div style="text-align: center;">  <p style="font-size: small;">Funding Growth for Staffing Firms A Paychex® Company</p> </div> <p style="text-align: center;">Cocktail Reception Hosted by our generous Sponsor and Industry Partner</p> <div style="text-align: center;">  </div> <p style="text-align: center;">BUS DEPARTS PROMPTLY AT 4:30PM.</p> <p style="text-align: center;">The buffet dinner costs will be billed to you after the meeting.</p>

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Friday, 11/9/18 – Member Best Practices & Take-Home Value	
7:45am – 8:30am	<p>BREAKFAST WITH AFFILIATE INDUSTRY PARTNERS (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 your company.</p>
8:30am – 10:45am	<p>NAVIGATING TECHNOLOGY & RECRUITMENT THE VALUE OF TECHNOLOGY & RECRUITMENT INNOVATIONS</p> <p><i>Presenters – R. Diaz, Advanced Resources; R. Wagner, Employment Solutions; N. Stallard, The Reserves Network; R. Fazio, The Protocall Group, Janet Johnson, The QTI Group and D. Meyers, Malone Staffing Solutions</i></p> <p>“What technologies or processes are working for you now, and what technologies or processes are you trying now that may be game changers in the future for your company?” What is it? What does it do? What is the value?</p> <ul style="list-style-type: none"> • Rich Diaz, Advanced Resources – Qlik Analytics & Business Intelligence Software • Rick Wagner, Employment Solutions – ATS Change – The challenges, before and after of changing software vendors. • Neil Stallard, Reserves Network – Nextcrew Software • Roy Fazio, The Protocall Group – Monday.com • Janet Johnson, QTI – Engagement Survey – a tool for ASGroup Members & Clients • Dawn Meyers, Malone Staffing Solutions – Call Center Update & Phenom Software
10:45am – 10:55am	<p>BREAK</p>
10:45am – 11:15am	<p>KEY MANAGER MEETING REPORTS</p> <p>Key Managers Summarize Significant Meeting Golden Nuggets</p>
11:15am – 11:30am	<p>TAKE HOME VALUE – WHAT WILL YOU PUT TO USE THAT YOU LEARNED FROM THESE MEETINGS?</p>
	<p>CONCLUSION OF ASGROUP MEETINGS IN BALTIMORE</p> <p><i>“We hope to have shared top best practices and have given you take-home value.”</i></p> <p>2019 MEETINGS</p> <p>FEBRUARY 21 – 22, 2019 (OWNERS) – W. PALM BEACH, FL. MAY – CHICAGO, IL NOVEMBER – SAN ANTONIO, TX</p>