

Tuesday, 11/01/2022

10:00am – 6:00pm	Arrivals & Social Networking 1pm – Golf Tee Time – TPC Louisiana
4:00pm – 6:00pm	Industry Partner Set Up – Patrons Ballroom Foyer – 1st Floor
6:00pm	 Welcome Cocktail Hour – ALL WELCOME <i>Compliments of Bullhorn</i> Legacy Kitchen

Wednesday, 11/02/2022


7:00am – 7:45am	Buffet Breakfast with Affiliate Industry Partners – Sculpture Garden – 2nd floor Please visit our Industry Partners and learn about their tools that can be resources for the Shark Tank presentations. Look for the “Staffing Shark”, Richard Rosner to come around to Visit AIP’s and have a video of you for his Podcast and LinkedIn.
7:50am – 8:30am	Welcome to New Orleans – Meeting Overview & Introductions – Patrons III-IV (1st Floor)
8:35am – 9:40am	Turn Your Technology Tragedy into Triumph “Manage the change that comes with technology implementation” Patrons III-IV (1st Floor) Lauren Jones, Founder & CEO, Leap Technology Scale your organization with technology; Done right – in this comprehensive session Lauren B. Jones, Founder & CEO of Leap Consulting Solutions will help you understand the fundamentals of building your technology stack, the ins and outs of business process change management, and how to get your investment adopted to maximize ROI. <ul style="list-style-type: none"> • Building Your Ecosystem • Business Process Change Management • Adoption & Training

9:45am – 10:30am	<p>EXCITE * ENGAGE * EMPLOY Richard Rosner, Founder & Job Agent, The Staffing Shark Patrons III-IV (1st Floor)</p> <p>The most creative ways to ATTRACT TALENT! It's Time to Think Like a Job Seeker and make them feel like they are on the BIG SCREEN as they GET HIRED! Discussing the Method of Creative Content which is about Listening/Engaging/Caring! Everyone watches Netflix, so why don't we use their marketing method to engage our audience? Well, we can and I will show you what is making a splash in the Recruiting Industry!! Get ready for this Energetic Way of Recruiting that will EXCITE*ENGAGE*EMPLOY ALL!!!</p>
10:45am – 12:00pm	<p>Practical Tools and Processes for Developing Strategic Plans Derek Pittak, Certified EOS Implementer, Beyond4Growth Patrons III-IV (1st Floor)</p> <p>Creating a strategic plan can and should be simple:</p> <ul style="list-style-type: none"> • Use the principles and processes of the EOS methodology with your team to create a plan for Recruitment • Focus on the most important priorities, properly park an issue and solve the rest • Develop a game plan with clearly defined and specific outcomes • Build in a pulse to routinely increase discipline and accountability with your teams to get the right stuff done timely
12:10pm – 1:40pm	<p>Lunch with Affiliate Industry Partners Sculpture Garden – 2nd floor</p> <p><i>INCLUDES OPTIONAL – 5-Minute Overview Presentations by attending Affiliate Industry Partners</i></p>
1:45pm – 2:10pm	<div data-bbox="1075 1062 1268 1234" data-label="Image"> </div> <p>A Key Manager Competition and Learning Process – Recruitment Strategic Plan Template Patrons III-IV (1st Floor)</p> <p>Guidelines for Tomorrow's Key Manager Sessions – The goal of this full day breakout of key managers is to help solve the recruitment challenge by proposing a written recruitment program/plan that can be put to use in any of our companies. Presentation of the format and guidelines for Key Managers.</p> <p><u>Note:</u> This has been done at other ASGroup Meetings with excellent take-home value. Your Strategic Recruitment Plan should include the following verticals: Light Industrial, Office & Professional and Healthcare. Key Managers – Please Bring your iPads/Laptops for use on your teams</p>

<p>2:15pm – 4:30pm</p>	<p>Owners & Key Executives ASGroup Member Company Bio Session Patrons III-IV (1st Floor)</p> <p>Asking Members to give an overview of their company for new members to get to know you and existing members to learn more about your company that they might not know (<i>Markets, Vertical Sectors, Annual Revenue, Something special about you...</i>)</p> <p>ASGroup Financial Survey Overview of Key Indicators and Use for You</p> <p>CFO/Key Financial Manager Leaders – Overview or Financial Survey Results – Discussion led by CFO MasterMind Leaders, Brian Seiberling and Angie Terry and Board Member Neil Stallard.</p>	 <p>Team Kick-Off Session All teams assemble with team leaders.</p>
<p>6:00pm – 9:00pm</p>	<div data-bbox="890 756 1465 841">  AVIONTÉ  WorkN </div> <p><i>Group Dinner – Compliments of Avionté & WorkN</i> Wednesday, November 2nd, 2022 Pat O'Brien's 18 St. Peter St.</p>	

Thursday, 11/03/2022

8:00am – 8:45am	Buffet Breakfast with Affiliate Industry Partners - Sculpture Garden – 2nd floor Please take the time to talk to our valued Industry Partners who invest time and money to attend our meetings.		
	TRACK 1 – OWNERS	TRACK 2 – KEY MANAGERS	TRACK 3 – CFO & Financial
8:50am – 10:05am	What's Happening In Your Business Patrons III-IV (1st Floor) <ul style="list-style-type: none"> Sales Growth/Gross Margin Growth year to date? How do you see the next 6 months in terms of sales or revenue growth? What are the single most significant sales or operations issue in your business today? All participants shall submit answers in advance of this session and will appear on screen for you to shed color to.	Shark Tank Program Recruitment Strategic Plan Teams Breakout Session Teams can go anywhere in the hotel or outside the hotel to meet and work on their collective development of a recruitment model.	CFO/Key Financial Manager Roundtable (in the Art Gallery – 1st Floor) <i>Facilitated by Brian Seiberling, Reserves Network & Angie Terry, Pro Resources</i> This session will be available via Zoom for the entire roster for this ASGroup CFO MasterMind Group. Topics will include: <ul style="list-style-type: none"> Commission Plans Referral Bonuses Internal Staff Retention Recession Planning
10:30am – 12:15pm	Best Practice Sharing Patrons III-IV (1st Floor) <i>Facilitated by ASGroup Board Members</i> Breakout – Industrial/Professional Staffing	Shark Tank Program Recruitment Strategic Plan Teams Breakout Session Teams can go anywhere in the hotel or outside the hotel to meet and work on their collective development of a recruitment model.	CFO/Key Financial Manager Roundtable (continued)

12:15pm – 1:15pm	<p>Lunch with Affiliate Industry Partners</p> <p>Special Lunch & Learn Presentation by Indeed</p> <p><i>Presented by Dan Donlan, Senior Talent Strategy Advisor</i></p>		
1:15pm – 4:00pm	<p>Executive/Owner Sessions Patrons III-IV (1st Floor)</p> <p>Afternoon Session – 1:1 Closeup AIP Presentations</p> <p>Newbury Consulting – Evaluations of Staffing Industry Software</p> <p>Citrin Cooperman/Synergi – ERC Credits for the Staffing Industry – Understanding of the Program, Eligibility and Compliance</p> <p>Essium – The value of Top Onboarding Software</p>	<p>Shark Tank Program</p> <p>Recruitment Strategic Plan Teams Breakout Session</p> <p>Teams can go anywhere in the hotel or outside the hotel to meet and work on their collective development of a recruitment model.</p>	<p>CFO/Financial Manager Challenges & Solutions</p> <p>Pre-surveyed topics submitted by member companies – Best submitted will be selected to be discussed</p>
5:00pm – 6:30pm	<p></p> <p><i>Happy Hour</i></p> <p><i>Compliments of Indeed – ALL WELCOME</i></p> <p>Barcadia</p> <p>601 Tchoupitoulas St.</p>		

Friday, 11/04/2022

8:00am – 8:45am	Continental Breakfast with Affiliate Industry Partners <i>(Key Managers may finalize presentations)</i>
9:00am – 10:50am	ASGroup Key Manager Shark Tank Presentations
10:50am – 11:05am	Presentation Voting Ballots will be e-mailed to Owners to vote on the top recruitment strategy model most likely to succeed if implemented
11:05am – 11:30am	Shark Tank Awards Presentation
11:30am – 12:00pm	Take Home Value What will you use that you learned from these meetings? CONCLUSION OF ASGROUP MEETING We hope to have shared top best practices and have given you excellent <i>Take Home Value</i> . 2023 MEETINGS: FEBRUARY – SAN DIEGO; MAY – CHICAGO; NOVEMBER – LEXINGTON, KY

GUEST SPEAKERS



Lauren Jones
LEAP Consulting

Lauren is a powerful voice in the staffing industry, sharing her expertise in recruitment technology, business operations, change management, and women's issues as a frequent speaker, podcast co-host, author, and entrepreneur. After decades as a technology-obsessed staffing industry innovator and influencer, Lauren founded LEAP Consulting Solutions to advise recruiting companies on how to be more efficient, more successful, and more human. Lauren is fueled by an endless curiosity, deep commitment to helping others, and Peloton rides. Connect with her at lauren@leapconsultingsolutions.com to inquire about speaking engagements and media opportunities.



Sara Moss
Newbury Partners

Sara is the Vice President of Newbury Partner's Technology Advisory group. Her team helps staffing companies tailor their tech stack for their unique business needs, plan technology investments by crafting a technology roadmap, facilitate rapid vendor selections and helps automate end-to-end staffing business processes. Newbury Partners is a staffing-focused consulting company with over 70 experienced consultants who specialize in staffing industry business processes, business intelligence and technology. In addition to strategic services, Newbury provides technology implementation, program management and ongoing process and data optimization, training, and tech support services to staffing firms of all sizes around the globe.



Anthony Nunez
Citrin Cooperman

Tony is a Director with over 13 years of experience providing strategic accounting, tax and consulting services. Tony specializes in serving clients in the staffing and executive search firm industry as well as real estate, manufacturing and distribution, healthcare and various professional services firms. Tony provides staffing and executive search firm clients with business and tax advice, business planning strategies, financial projections, forecasting as well as strategies for year-end and ongoing tax issues. Tony's portfolio of staffing clients include Healthcare, light industrial, IT, professional services, perm staffing firms, to name a few. Tony speaks and writes on issues related to the staffing industry. He has presented at annual industry conferences held by the New Jersey Staffing Association.



Ben Olson
Essium Labs

Ben has spent more than 20 years identifying technologies and building solutions for the staffing industry. He leverages his years of experience to innovate cutting-edge solutions to the unique problems staffing companies experience with their onboarding processes. Ben is a graduate of Oakland University with a B.S. in computer science and a minor in business



Derek Pittak
Beyond4Growth

In the first 15 years of his career, Derek served in the United States Air Force, worked for the Department of Defense, and then joined KeyBank.

At Key, he was instrumental in leading the change for how the business managed their \$120M contingent labor budget. During that time, Derek gained an appreciation for the staffing industry and subsequently joined TalentLaunch, a nationwide network of independently operated staffing and recruitment firms.

At TalentLaunch, Derek held the role of Chief Operating Officer, responsible for the corporate support functions for the \$125M organization. The network hit the ceiling and found the Entrepreneurial Operating System (EOS) where Derek was responsible for the rollout and served as their Integrator during that time. His passion grew for EOS as he saw tremendous value in a simple and transparent business model.

In mid-2019, Derek began a new journey starting an EOS practice. Now, as an EOS Franchise owner and Certified EOS Implementer, Derek's passion allows him to help entrepreneurs and their leadership teams realize their vision and execute it. In just over two years, he has lead 25+ organizations through the EOS journey.

Derek resides in the Cleveland area, with his wife Kelli and their four children. He also gives back to his community as an elected official.



Richard Rosner
The Staffing Shark

Richard is called **"The Staffing Shark"** for a reason, because he never sleeps and is always on the Hunt for the next candidate and client! He is for sure the most energetic guy in the industry and always brings a Positive Mindset to every situation! Richard was awarded the WORLD STAFFING AWARD Top 100 Staffing Leaders to watch in 2022! He is also the Chair of the ASA Industrial Section Council. Richard believes in giving and started a program that helps staffing/recruiting firms with creative ways to attract talent with his virtual "Brainstorming with the Shark"

He also founded Staffing Shark Media, where he co-hosts Live Podcast shows weekly including the nationally known "Recruiters with NO LIMITS LIVE" with Industry Leading Professionals talking about everything Staffing and Recruiting! He also created **Job Seekers Got Talent, Restaurant Rescue** and **Jobs Across America** to make an **IMPACT** in the communities!

Richard is also a motivational speaker and loves energizing people in all aspects of Life!

His Motto is "GIVING=GROWTH" and "Success is Minutes Away"

AFFILIATED INDUSTRY PARTNERS

