



GAPS VS. DELIVERABLES WORKSHEET

	STAFFING INDUSTRY GAPS	STAFFING WORLD DELIVERABLES
LEADERSHIP & GROWTH	<ul style="list-style-type: none"> ▪ Need for business intelligence on new verticals and prospective markets and partnerships to spur growth. ▪ Need for ensuring leadership development for top executives. ▪ Need for new and innovative strategies for managing internal talent effectively to foster a growth-focused culture. 	<p>“Annual Planning for Growth Initiatives,” facilitated by Jeff Pelliccio of Allied Insight</p> <p>“The Science Behind a Superstar Staff: Turning Staff Woes Into Staff Wins,” presented by Tony Leone and Brian Parsley of The Constance Group</p> <p>“Buzzwords Reimagined: Strategies to Resonate and Connect,” presented by Ashley Andersen of ClearEdge Rising</p> <p>Speed Talk: “From Survive to Thrive: 10 Strategies to Accelerate Growth in Any Economy,” presented by Eric Gregg of ClearlyRated</p>
OPERATIONS & MANAGEMENT	<ul style="list-style-type: none"> ▪ Need for the latest cost-saving technological advancements to increase efficiencies and productivity. ▪ Need for current legal compliance information in a constantly changing regulatory landscape. ▪ Need for staffing-specific and practical information on artificial intelligence tools 	<p>“2024’s Top Trending Technology Tools You Should Have in Your Tech Stack,” facilitated by Jim Essey, CSP, of the TemPositions Group of Cos. Panelists include Hope Bradford of Kelly, Tom Erb, CSP, of Tallan Resources LLC, and David Francis of Talent Tech Labs</p> <p>“Risk Management: Beyond Workers’ Comp,” presented by Louis DeWeaver, Lauren Gizzi, DeDe Kelley, and Kerry Sullivan of Marsh McLennan Agency and John Swartos of Aerotek</p> <p>“Superhuman Hiring: Your Ultimate Guide to AI Readiness,” presented by Alex Furlis and Ryan Steelberg of Veritone Hire</p>

	STAFFING INDUSTRY GAPS	STAFFING WORLD DELIVERABLES
RECRUITING & TALENT MANAGEMENT	<ul style="list-style-type: none"> ▪ Need for attracting and retaining top talent in a competitive market. ▪ Need for innovative strategies that engage candidates effectively throughout the hiring process. ▪ Need for best practices that help balance external talent management with internal workforce needs. 	<p>“America’s Got Talent? Sourcing Hacks for a Talent-Hungry World,” presented by Kortney Harmon and Chris Hesson of Crelate</p> <p>“Catalyzing Talent: Unleashing the Groundbreaking Power of AI in Recruiting,” presented by Pankaj Jindal of Sense</p> <p>“Navigating the Social Media Landscape for Talent Acquisition,” presented by Kathy George of Spherion Staffing and Recruiting</p> <p>Tech Talk: “Investing in the Talent Experience,” presented by John Lindesmith of FoxHire LLC</p>
SALES & BUSINESS DEVELOPMENT	<ul style="list-style-type: none"> ▪ Need for driving business development in saturated markets. ▪ Need for innovative sales strategies to meet targets in any economy. ▪ Need for integrating marketing efforts with sales initiatives. ▪ Need for best practices to leverage data for business growth. 	<p>“Untraditional Methods to Grow Your Staffing Firm,” presented by Miriam Dushane of Alaant Workforce Solutions, Margot McDonald of The Kable Group, and Barry Vince of Motive Workforce Solutions Inc.</p> <p>“Mastering Sales Success: Craft Effective Strategies Using Your Ideal Customer Profile,” presented by Lenore Convery of the American Staffing Association and Casey Jacox of Winning The Relationship LLC</p> <p>“Habit Disruptors Attract the Best Clients,” presented by Barb Bruno of Good as Gold Training</p> <p>Speed Talk: “Money Makers: 5 Techniques to Help Recruiters Be Successful Right Now,” presented by John Ruffini of Healthtrust Workforce Solutions</p>

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