



SW 2025

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OCT. 6-8 | ORLANDO, FL

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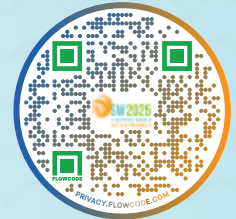
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Joyce Russell, President
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*Workers Compensation coverages will be placed through World Wide Specialty and/or Valley Forge Insurance Brokerage. Philadelphia Insurance Companies is the marketing name for the property and casualty insurance operations of Philadelphia Consolidated Holding corp., a member of the Tokio Marine Group. All admitted coverages are written by Philadelphia Indemnity Insurance Company. Coverage is subject to actual policy language.



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ASA Corporate Partners

Please join ASA in thanking its corporate partners for their commitment to and support of the association; its members; and the staffing, recruiting, and workforce solutions industry.



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The American Staffing Association is the voice of the U.S. staffing, recruiting, and workforce solutions industry. ASA helps the staffing industry create **better** lives, **better** businesses, and a **better** economy.

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The American Staffing Association is pleased to recognize all of its sponsors for Staffing World 2025—especially its corporate partners. Please join ASA in thanking this year's sponsors for their commitment to the success of the ASA convention and expo. This list is current as of May 14, 2025. Interested in being a Staffing World sponsor? Contact Sarah Senges at ssenges@americanstaffing.net or 703-253-2042.

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Staffing World 2025 Agenda

Subject to change. All sessions and events take place at the Gaylord Palms Resort & Convention Center, unless indicated otherwise. All times reflect the Eastern time zone. Note: THRIVE Live, a two-day event that takes place Oct. 5–6, is not included as part of the Staffing World Full Registration; to register for it you must choose the “Staffing World & THRIVE Live Combo” registration.

SUNDAY

Oct. 5

| | |
|----------------|--|
| 1:15–2:45 p.m. | THRIVE Live Wicked Mix & Mingle (THRIVE Live attendees only) |
| 2–5 p.m. | Registration Open |
| 3–6 p.m. | THRIVE Live–Day 1 |
| 6–7 p.m. | THRIVE Live Evening Event (THRIVE Live attendees only) |

MONDAY

Oct. 6

| | |
|------------------|--|
| 7:30 a.m.–7 p.m. | Registration Open |
| 8 a.m.–2 p.m. | THRIVE Live–Day 2 |
| 2–3:15 p.m. | Staffing World Welcome Mixer |
| 3:30–5:30 p.m. | Opening Keynote Presentation by Katie Ledecy |
| 5:30–7 p.m. | Staffing World Expo Grand Opening Reception |
| 5:45–6:45 p.m. | Author Talks at the Bookstore |
| 5:45–6:45 p.m. | Knowledge Hub Talks in the Expo |

TUESDAY

Oct. 7

| | |
|-----------------------|--|
| 7:30–8:30 a.m. | Continental Breakfast |
| 7:30 a.m.–6:30 p.m. | Registration Open |
| 8:30–10 a.m. | Industry Panel Keynote Presentation |
| 10 a.m.–7 p.m. | Expo Open |
| 10:15–11:15 a.m. | Refreshment Break in the Expo |
| 10:30–11:15 a.m. | Author Talks at the Bookstore |
| 10:30–11:15 a.m. | Knowledge Hub Talks in the Expo |
| 11:30 a.m.–12:30 p.m. | Breakout Sessions |
| 12:30–2 p.m. | Lunch in the Expo |
| 12:45–2 p.m. | Author Talks at the Bookstore |
| 12:45–2 p.m. | Knowledge Hub Talks in the Expo |
| 2:15–3:15 p.m. | Breakout Sessions |
| 3:15–4:30 p.m. | Refreshment Break in the Expo |
| 3:30–4:30 p.m. | Author Talks at the Bookstore |
| 3:30–4:30 p.m. | Knowledge Hub Talks in the Expo |
| 4:45–5:45 p.m. | Breakout Sessions |
| 5:45–7 p.m. | Networking Reception in the Expo |
| 6–7 p.m. | Author Talks at the Bookstore |
| 6–7 p.m. | Knowledge Hub Talks in the Expo |
| 6:30–10 p.m. | ASA StaffingPAC Event at Sea World (invitation only) |

WEDNESDAY

OCT. 8

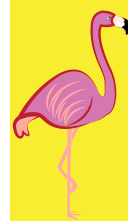
| | |
|-----------------------|---|
| 8:30 a.m.–12 noon | Registration Open |
| 8:30 a.m.–2 p.m. | Expo Open |
| 8:30–9:30 a.m. | Breakfast in the Expo |
| 9:30–10:15 a.m. | Breakout Sessions |
| 10:30–11:45 a.m. | Refreshment Break in the Expo |
| 10:45–11:30 a.m. | Author Talks at the Bookstore |
| 11:45 a.m.–12:30 p.m. | Breakout Sessions |
| 12:30–2 p.m. | Lunch in the Expo |
| 12:45–1:45 p.m. | Knowledge Hub Talks in the Expo |
| 2:15–3:15 p.m. | Breakout Sessions |
| 3:15–3:30 p.m. | Break |
| 3:30–5 p.m. | Closing Keynote Presentation by Carla Harris |
| 6–8:30 p.m. | ASA Board of Directors Dinner (invitation only) |

THURSDAY

OCT. 9

| | |
|---------------|--|
| 8 a.m.–1 p.m. | ASA Board of Directors Meeting (invitation only) |
|---------------|--|

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Attend all Staffing World events from Monday through Wednesday—except THRIVE Live, which is an additional charge.

\$2,195
Member Rate
(\$3,435 nonmember)

2-Day Pass (EARLY RATE)

Staffing professionals may select two consecutive days to attend: Monday and Tuesday OR Tuesday and Wednesday. Note: THRIVE Live is an additional charge.

\$1,895
Member Rate
(\$2,295 nonmember)

1-Day Pass (EARLY RATE)

Staffing professionals may select single-day access for Monday–Wednesday. Note: THRIVE Live is an additional charge.

\$1,060
Member Rate
(\$1,360 nonmember)



Staffing World & THRIVE Live Combo

Attend all Staffing World events from Sunday through Wednesday, including the THRIVE Live event on Sunday and Monday.

\$2,790
Member Rate
(\$4,230 nonmember)

Presenter, chapter leader, volunteer, and guest discounts, as well as a la carte expo reception tickets, are also available—visit staffingworld.net for more information. Ready to join ASA and enjoy discounts and benefits? Visit americanstaffing.net/join.



Staffing World 2024 Alumni Rate

(For staffing professionals who attended Staffing World 2024)
\$1,920 (\$2,995 nonmember)



15% Team Discount!

After a staffing professional at your company purchases a regular-priced Staffing World Full Registration or Staffing World & THRIVE Live Combo registration, subsequent staffing professionals from your company receive a 15% discount on either of those packages.



Industry Supplier Rate

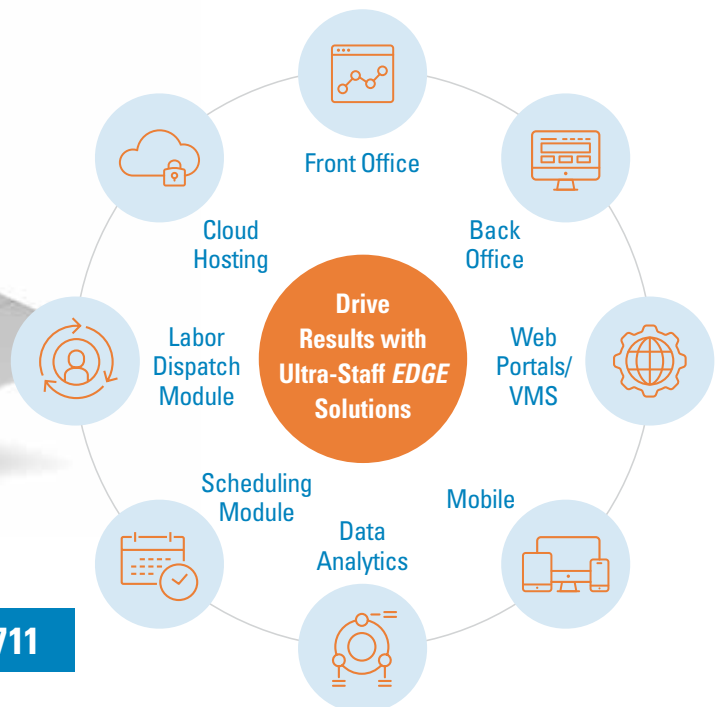
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Staffing World 2025 takes place in sunny Orlando!

Get ready to experience the staffing industry's premier learning and networking event in one of the most beautiful properties in Orlando, FL—the Gaylord Palms Resort & Convention Center.



Gaylord Palms Resort & Convention Center

6000 W. Osceola Pkwy.
Kissimmee, FL 34746
407-586-0000



Hotel Room & Rates

Staffing World guests receive a special daily rate—first-come, first-served until the limited room block is full.
\$289, plus tax (includes resort fee)

Check-in: 4 p.m.
Check-out: 11 a.m.

Cut-off date for room reservations at this rate:
Sept. 12, 2025

Reservations

To reserve your room, visit the Hotel & Travel page of staffingworld.net or call the hotel at 407-586-0000.

Parking Fees

Daily parking: \$38, plus tax
Valet parking: \$50, plus tax



Airport

Orlando International Airport is 18 miles from the resort.

Orlando International Airport (MCO)

1 Jeff Fuqua Blvd.
Orlando, FL 32827



Attire

Business casual clothing is appropriate for the educational sessions during Staffing World. Layers are recommended as temperatures in session rooms can vary. Bring cocktail attire for some of the evening events.



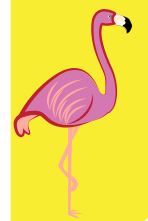
Weather

Orlando enjoys October average highs of 84°F. Average lows are 71°F.

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Staffing World

Keynote Presenters

Hear from some of the brightest minds in business today on hot topics: setting impossible goals, artificial intelligence, strategies for winning, and more. Don't miss this unique opportunity to come together with your staffing community to learn and collaborate. Register today at **staffingworld.net**.



Katie Ledecky

Most decorated U.S. female Olympian, 21-time world champion swimmer, 14-time Olympic medalist, and 16-time world record breaker

Going for the Gold

Katie Ledecky, an unparalleled force in global athletics, is renowned as one of the greatest athletes of her generation. Her success rate at the highest levels of competition is unparalleled and a source of admiration from anyone who observes her work ethic and dedication to setting and pursuing seemingly impossible goals.

But it is going after the impossible, even in the most challenging situations or environments, that makes Ledecky a champion. In her memoir, *Just Add Water: My Swimming Life*, she describes it like this: "The more far-fetched an objective appears when I come up with it, the better. If, when I say my goals out loud to my coaches, they sound unfeasible—that's when I know I'm on the right track."

At Staffing World, Ledecky will adapt the lessons she's learned throughout her awe-inspiring swimming career to empower and inspire high-performance outcomes for business leaders and their teams. If quickly growing market share or aggressively increasing margins in a hypercompetitive industry like staffing seems impossible, then Ledecky has a story for you. Don't miss this unique opportunity to hear from the most decorated U.S. female athlete in Olympic history as well as take away tangible lessons and strategies to achieve growth and success.

 Follow @katieledecky
#StaffingWorld



Keynote Presentation

Monday, Oct. 6
3:30–5:30 p.m.

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Jason Leverant



Don Sloan



Alan Stukalsky



Michael Whitmer

Staffing Industry Panel Presentation

Staffing Strategies for the AI Revolution

Facilitated by Jason Leverant, CSP, president and COO, AtWork Group

Panelists: Don Sloan, CIO, Prolink; Alan Stukalsky, chief digital officer, Randstad NA; Michael Whitmer, chief risk and compliance officer, RGF Staffing

The time has come for the staffing industry to move beyond just learning about artificial intelligence (AI) tools and technology and begin strategically navigating their most beneficial uses that result in winning talent and clients. Featuring the industry's leading technology experts, this presentation and panel discussion will explore the game-changing potential—and risks—of making AI an integral part of your business operations. Far from replacing recruiters, AI is transforming how firms scale, source, and connect with talent. From AI-powered résumé screening and chatbots to predictive analytics and automated interview scheduling, discover how leading agencies are using these tools to streamline operations, reduce bias, and improve candidate experiences.

This powerful panel discussion goes beyond the buzz to demystify AI with real-world examples, including success stories from forward-thinking staffing firms. You'll walk away with actionable strategies to future-proof your business, adapt your recruitment model, and embrace AI as a strategic partner—not a threat. Prepare to rethink what's possible in the future of work.



Panel Presentation

Tuesday, Oct. 7
8:30–10 a.m.

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Staffing World Keynote Presenters



Carla Harris

Renowned international public speaker, successful author, and senior client advisor at Morgan Stanley

Expect to Win: Proven Strategies for Success

Carla Harris speaks powerfully all over the globe about the proven strategies that have helped her get ahead on Wall Street. Now she will bring her inspiring energy, impressive business acumen, and can't-fail strategies to Staffing World. Join Harris for a unique opportunity to learn about the hard-won "pearls" that have fueled her success. These pearls of knowledge and experience can fuel your success as a growth-focused staffing professional—for the success you want now as well as how you envision your success in the future.

 Follow @carlaannharris
#StaffingWorld

Harris has been named to *Fortune* magazine's list of "The 50 Most Powerful Black Executives in Corporate America" as well as its "Most Influential" list, *American Banker's* "Top 25 Most Powerful Women in Finance," and *Black Enterprise's* "Top 75 Most Powerful Women in Business" and "Top 75 African Americans on Wall Street." She has been featured in the *Wall Street Journal*, the *New York Times*, *Forbes*, *Fast Money*, *Barrons*, and many other national business publications.

Harris is a senior client advisor at Morgan Stanley, having finished a more than 30-year career as a vice chair and managing director. Throughout her career she has managed and executed billions of dollars of equity and equity-related transactions, including the initial public offerings of UPS, Martha Stewart Omnimedia, and the Immunex Corp. She also served as chair of the Morgan Stanley Foundation from 2005 to 2014 and sits on the boards of several community organizations.



Keynote Presentation

Wednesday, Oct. 8

3:30–5 p.m.

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Welcome to a New Powerful Tool for Growth-Focused Business Leaders!

Members now have access to a new robust resource: the ASA Weekly Economic & Business Outlook (WEBO). The ASA WEBO is authoritative, targeted data and analysis for staffing professionals—on the industry as well as economy at-large—that is updated every Tuesday, with highlights sent out via email to members. Powered by an online dashboard, it features analysis and insights designed to drive strategic business decisions amid changing economic conditions, including

- ✓ ASA Staffing Jobs Report
- ✓ Bureau of Labor Statistics Temporary Help Jobs Report
- ✓ ASA Staffing Index
- ✓ GDP Quarterly
- ✓ And More Staffing Research and Economic Outlook Indicators

Have questions or didn't receive the WEBO? Contact the ASA research department at research@americanstaffing.net.



American Staffing Association



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WHY T2?

T2 operates with a forward-thinking approach, constantly staying abreast of industry trends and evolving regulatory landscapes to better serve their clients. Through proactive risk management strategies and proactive communication, **T2** endeavors to foster long-term partnerships built on trust and mutual success. With **T2** as their trusted insurance partner, business owners can rest assured knowing they have a reliable ally committed to safeguarding their interests and helping them thrive in an ever-changing business environment.



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ahutton@T2insurancesolutions.com

Leslie Lewis
Director of Business Development
llewis@T2insurancesolutions.com

Continuing Education

Staffing World offers multiple ways to earn continuing education (CE) hours toward maintaining your ASA Certified Staffing Professional® credential. Learn more at americanstaffing.net/certification.

Continuing Education at Staffing World 2025

By attending THRIVE Live and the various breakout sessions and Knowledge Hub presentations at Staffing World, you can earn up to 22.25 CE hours required for ASA certification renewal.



Join the Industry Elite

More than 12,000 staffing professionals have reached the height of industry excellence; these individuals have earned one or more credentials from ASA. Join the industry elite—learn more at americanstaffing.net/certification.

SHRM-CP and SHRM-SCP Certification

Staffing World sessions will be submitted to the Society for Human Resource Management for recertification credit hours.

HR Certification Institute

Staffing World sessions will be submitted to the HR Certification Institute for recertification credit hours.



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Knowledge Hub in the Expo



Staffing World Knowledge Hub!

Your Tailored Learning Journey Awaits

Gain a competitive edge by accessing the latest trends, best practices, and emerging innovations. Ignite meaningful conversations and foster collaboration with like-minded professionals. The Knowledge Hub at Staffing World provides a vibrant community where you can engage with industry leaders, share ideas, and gain valuable insights by listening to dueling presentations of Speed Talks and Tech Talks. **Mix and match these microlearning opportunities to customize your learning experience to suit your unique needs.**

Subject to change. See full presentation descriptions at staffingworld.net in late summer.



Tech Talks

Get all the technology-related answers you need during these 10-minute presentations by technology experts that address staffing-specific tech challenges. Want to continue the conversation? Visit the experts' booths in the expo hall.



Speed Talks

Join a distinguished group of visionaries for unique, fast-paced networking and thought leadership discussions. These 10-minute sessions are easy to fit in during lunch and refreshment breaks.

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Oct. 6

5:45–6:45 p.m.

Oct. 7

10:30–11:15 a.m.
12:45–2 p.m.
3:30–4:30 p.m.
6–7 p.m.

Oct. 8

12:45–1:45 p.m.



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Author Talks in the Expo

Author and Keynote Meet-and-Greets at the Staffing World Bookstore

Stop by the Staffing World Bookstore to learn from industry authors and Staffing World keynoters, purchase and have your books signed, and network with fellow attendees and authors. This is a great opportunity to hear from some of the best in the business! Plan to meet your favorite author during the following Author Talk times:

Oct. 6

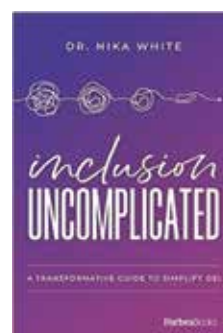
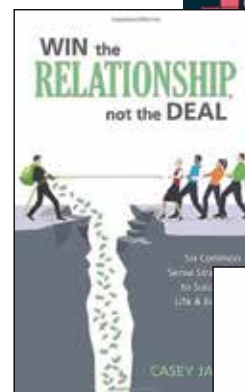
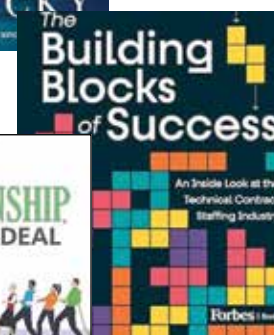
5:45–6:45 p.m.

Oct. 7

10:30–11:15 a.m.
12:45–2 p.m.
3:30–4:30 p.m.
6–7 p.m.

Oct. 8

10:45–11:30 a.m.



Don't Miss the Book Sale

Come by the Staffing World Bookstore to see what titles are available for sale in the \$5 bin: past keynote presenters, industry authors, and more. Some books may even be signed! Stock up on your favorite authors at great deals.

ENGAGE WITH COLLEAGUES

VIA SOCIAL MEDIA

There's already a steady buzz on various social media platforms about this year's can't-miss Staffing World experience. Use #StaffingWorld in all your social media postings and become part of the conversation—before, during, and after the event.



@StaffingTweets



linkedin.com/company/american-staffing-association



facebook.com/AmericanStaffingAssociation



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Elevating Careers, Empowering Women in Staffing

Join leading women in staffing for THRIVE Live, a two-day event brought to you by the ASA women in leadership interest group. No other event in the staffing industry delivers the connections, content, and experience that THRIVE does so consistently—because THRIVE is designed by women in the staffing industry for the advancement of the entire THRIVE community. THRIVE Live is a program that women in staffing—in all stages of their careers—will benefit from and celebrate together. Visit americanstaffing.net/thrive for additional details and to register.



THRIVE Live— Day 1

Sunday, Oct. 5
1:15–7 p.m.

THRIVE Live— Day 2

Monday, Oct. 6
8 a.m.–2 p.m.



Opening Keynote Presentation: “Women’s Leadership & Entrepreneurship: The Story of Angie’s Boomchickapop” by Angie Bastian, co-founder, Angie’s Boomchickapop

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Keynote Presentation: “Fear Less, Do More” by Michelle Poler, social entrepreneur, keynote speaker, fear facer, and branding strategist

Closing Keynote: CEO Panel Discussion

THRIVE Live Evening Event

Sunday, Oct. 5, 6–7 p.m.

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Staffing World Sessions

The content at Staffing World, including keynote presentations and breakout sessions, has been expertly curated to address major trends affecting the industry right now and in the year ahead. Read more about these Top 10 staffing trends below and then choose the sessions that address your greatest business needs.

Subject to change. Check staffingworld.net regularly for full session descriptions and updates.

Staffing World Sessions Will Address Top Staffing Trends:



ECONOMIC VOLATILITY

Navigating Shifts

Changes in the economic landscape require staffing firms to be agile and prepared for the ebbs and flows of business. Data analytics offer insights into market trends, candidate behavior, and industry benchmarks that can guide decision-making amid volatility.



AI & AUTOMATION

Emerging Technology

The use of artificial intelligence (AI) and automation continues to expand in virtually every industry, and staffing is no exception. The progress and potential of this technology is tremendous. However, it also requires staffing firms to deal with associated disruption, change, and risks.



REGULATORY UNCERTAINTY

Mastering Compliance

The increasingly complex regulatory landscape continues to impact operations, job creation, and economic growth for businesses, including staffing firms. Compliance across multiple states and jurisdictions is also difficult. The new administration and congressional changes could bring additional changes to taxes, trade, and regulations.



DIFFERENTIATION

Standing Out to Win and Grow

Growth is imperative in today's competitive environment. With numerous firms vying for the same clients and candidates, differentiation helps a firm stand out, build a unique identity, and attract more business. Differentiation is also a key for resilience in a fluctuating economy.



STAFFING AND TALENT PLATFORMS

Challenges and Opportunities

The rise of staffing and talent platforms is challenging traditional staffing models in 2025 and beyond. These tech solutions streamline processes, improve operational efficiencies, and speed access to talent. However, staffing firms should be aware of potential pitfalls related to culture, brand, and compliance.



FLEXIBLE WORK MODELS

Attract Talent and Clients

Workforce changes make job seekers reconsider what they want in their next position. As a result, companies need to prioritize flexibility and continued collaboration in 2025. While remote and hybrid work models are more the norm, employers and employees are still divided on the topic.



EMPLOYEE EXPERIENCE

Productivity, Engagement, and Retention

As in 2024, employee experience is essential for productivity, engagement, and talent retention in 2025. Staffing firms need to focus on a strong employer brand that communicates core company values to ensure a positive experience for internal staff and placed talent.



COLLABORATIVE CULTURE

Embracing Diversity to Drive Growth

Inclusion is a top value for staffing firms in 2025 as they seek competitive advantage and better decision-making, innovation, and engagement. An inclusive culture that embraces employees of all backgrounds, generations, and abilities can best serve clients while driving growth for staffing firms.



CYBER THREAT

Stay Vigilant

The threat landscape has evolved to become more sophisticated in 2025. Cyberattacks—including ransomware, phishing scams, and data breaches—are on the rise, and cybercriminals continue to develop new tactics. Staffing firms will need to be increasingly vigilant to secure their digital infrastructure, protect their business, and guard their reputation.



MARKET CONSOLIDATION

Maximize Profit and Growth

To drive growth in 2025, many staffing firms are considering mergers, acquisitions, and strategic partnerships. Whether buying or selling, firms should focus on optimizing operational efficiencies and profitability while growing their business.

MONDAY, OCT. 6

3:30–5:30 p.m.



Super Session and Keynote Presentation by Katie Ledecy: Going for the Gold

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TUESDAY, OCT. 7

8:30–10 a.m.



Super Session and Staffing Industry Panel Presentation: Staffing Strategies for the AI Revolution

Facilitated by Jason Leverant, CSP, president and COO, AtWork Group

Panelists: Don Sloan, CIO, Prolink; Alan Stukalsky, chief digital officer, Randstad NA; Michael Whitmer, chief risk and compliance officer, RGF Staffing

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11:30 a.m.–12:30 p.m.

Breakout Sessions

Choose to participate in one of these concurrent sessions.

Beyond Annual Planning: Embedding Strategic Agility Into Operations

Jeff Harris, board member, Workforce Unlimited, and partner, Four Piers Advisors; Ericka Hyson, CEO and growth adviser, Hyson Advisory; Dave Meyercord, CEO, Workforce Unlimited; Sheena Raunika, president and founder, Integrity Staffing Group

Innovative AI Solutions Shaping the Future Workspace: A Panel Discussion

Facilitated by Lauren Jones, founder and president, Leap Advisory Partners

Leading in Volatile Times: Building Trust, Accountability, and Adaptability in a Dynamic World

Seth Stein, CEO, Eastridge Workforce Solutions

Navigating Federal Government Contracts: From Small Business Subcontractors to Large Prime Contractors

Sam Arora, CEO, The Arora Group; Ken Taunton, CSP, president and CEO, The Royster Group

Workplace Family Feud Showdown: Employee Experience and Workplace Culture

Sue Jagan, associate director and executive recruiter, MeeDerby; Natasha Washington, VP of delivery operations, BGSF; DeLibra Wesley, founder and CEO, National Recruiting Consultants; Kim Whiteley, president, MeeDerby

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2:15–3:15 p.m.

Breakout Sessions

Choose to participate in one of these concurrent sessions.

Building a Strong Sales Culture: Leveraging Artificial Intelligence to Enhance Human Skills

Erika Bantz, principal, Butler Street; Joey Frampus, managing director of sales, Butler Street

The Courage to Rise: Stories of Resilience, Leadership, and Bold Moves

Presented by authors from the Lady Leaders Book Club

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Empowering Internal Champions: Upskilling for Success

Facilitated by John Ruffini, VP of professional development, HealthTrust Workforce Solutions

Panelists: Cathi Canfield, SVP, operations and talent experience, Employbridge; Jennifer Cross, manager, upskilling and reskilling initiatives, Adecco Group US Foundation; Kelly McCreight, CEO, Hamilton-Ryker

Staffing World Sessions

Getting Stuff Done: Building or Being a Modern Manager

Christine Sandman Stone, founder, Deliver at Scale

Direct Hire Sector:

Unlocking Success in Pricing Trends and Team Growth

Facilitated by Judith Ojo, CEO, HR Media & Co.

Panelists: Tom Erb, president, Tallann Resources; Kim Whiteley, president, MeeDerby

4:45–5:45 p.m.

Breakout Sessions

Choose to participate in one of these concurrent sessions.

Industrial Sector:

Back to the Future: What Light Industrial Staffing Can Learn From the Past to Shape the Future

Facilitated by Analisa Gutierrez, COO, Summit Staffing

Panelists: Scott Holsman, president and founder, Next Level Performers; Jason Leverant, CSP, president and COO, AtWork Group; Sara Luchsinger, SVP of operations, SEEK Carers/Staffing Inc.

From COO to CEO: Navigating Challenges, Vision, Control, and Confidence

Facilitated by Andrea Brenholz, president and CEO, ATR International

Panelists: Stacy Lane, CEO, Staffmark Group; Janette Marx, CEO, Airswift; Kara Rogan, CEO, CoWorx

The Power of Storytelling: Building Bridges of Connection

Nika White, founder and CEO, Nika White Consulting

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Real Talk: How Do We Really Use Artificial Intelligence to Make a Difference in Our Company?

Facilitated by Jaime Donnelly, president, Integrity Staffing Solutions

What Sellers Don't Know: Hidden Aspects of M&A Transactions

Robert Mocerino, VP of business development, Advance Partners; Paul Pincus, Esq., partner, Ortolini | Rosenstadt LLP; Akash Taneja, founder and managing partner, Momentum Advisory Partners; Kip Wright, founder and CEO, Wright Path Advisors

Winning Relationships and Elevating Sales Leadership

Brett Cavanagh, president, TempWorks Software; Michelle Chen, VP, Adecco Permanent Recruitment USA; Casey Jacox, sales and leadership coach, Winning the Relationship; Graig Paglieri, CEO, Randstad Digital Americas

WEDNESDAY, OCT. 8

9:30–10:15 a.m.

Breakout Sessions

Choose to participate in one of these concurrent sessions.

Hackers Don't Hack, They Log In

Louis DeWeaver, cybersecurity consultant, Marsh McLennan Agency

Is It Time? Knowing When Your Staffing Firm Should Move to Statement-of-Work and Solutions Selling

Anna Frazzetto, owner, AFM Strategic Partners

The 'It Factor'—Unlocking the Secrets of the Best in Staffing

Brad Bialy, director of digital marketing, Haley Marketing

Health Care Sector:

MSPs in Health Care Staffing—Partner or Competitor?

Facilitated by Stephanie Burton, founder and CEO, Select Savvy LLC

Panelists: Bill Lecher, director, pediatric workforce solutions, Health Carousel; Jeff Niles, chief revenue officer, HWL; Shannon Roodt, divisional VP, AMN Healthcare Inc.

Our People Are Our Product: Building a Culture-First Strategy

Aaron Grossman, CEO, Talent Launch; April Hansen, CEO, Barton & Associates; Chris Scowden, CEO, Newbury Partners

11:45 a.m.–12:30 p.m.

Breakout Sessions

Choose to participate in one of these concurrent sessions.

Excellence in Execution: How Top Staffing Firms Drive Consistently Remarkable Experiences

Eric Gregg, founder and customer experience strategist, ClearlyRated

Mastering the VMS or MSP Model: Strategies to Sell, Partner, and Thrive in Staffing

Kim Hendersen, director, Cobalt Compass Solutions; Sam Smith, SVP, ASB Resources

Proven Practices for Growing a Dynamite Sales Team

Thomas Kosnik, president and founder, Visus Group

A Regulatory Update: Navigating the Legal Environment and Building a Government Relations Strategy

Facilitated by Toby Malara, VP of government relations, American Staffing Association

Panelist: Sarah Faye Pierce, head of government relations, Paychex/Advance Partners

State of Staffing: How Current and Future Labor Market Trends Will Affect the Industry

Ron Hetrick, VP, staffing strategy; senior labor economist, Lightcast

2:15–3:15 p.m.

Breakout Sessions

Choose to participate in one of these concurrent sessions.

Engineering, IT, and Scientific Sector: Is Your Artificial Intelligence Working? A Guide to Measuring AI Performance

Erin MacKenzie, VP of client success, Newbury Partners; Fernando Rodriguez-Villa, CEO, AdeptID

Thriving in the New World of Work: Let's Talk About the Taboo Topics

Facilitated by Ericka Hyson, CEO and growth adviser, Hyson Advisory

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Unleashing Untapped Potential: How Young Leaders Drive Growth in Staffing

Kendra Cato, director of strategic partnerships, Advance Partners

Unlocking Growth and Operational Efficiency With the Entrepreneurial Operating System: A Proven System for Staffing Firms

Bill Brennan, owner, EOS Worldwide/Arc Leadership

3:30–5 p.m.



Super Session and Keynote Presentation by Carla Harris: Expect to Win: Proven Strategies for Success

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Staffing World is the world's largest marketplace for the staffing, recruiting, and workforce solutions industry, where you can learn about the latest technologies, innovative products, and new services to help your company keep its competitive edge and better serve your clients. Meet valuable suppliers, conduct side-by-side comparisons, and assess the resources available to you to increase your company's efficiency and productivity.

Check out the expo hall anytime, but here are some dedicated hours set aside throughout the convention:

Expo Hours

Monday, Oct. 6

| | |
|----------------|--|
| 5:30–7 p.m. | Expo Grand Opening Reception |
| 5:45–6:45 p.m. | Author Talks: Staffing World Bookstore in the Expo |
| 5:45–6:45 p.m. | Knowledge Hub Talks in the Expo |

Tuesday, Oct. 7

| | |
|------------------|--|
| 10 a.m.–7 p.m. | Expo Open |
| 10:15–11:15 a.m. | Refreshment Break in the Expo |
| 10:30–11:15 a.m. | Knowledge Hub Talks in the Expo |
| 10:30–11:15 a.m. | Author Talks: Staffing World Bookstore in the Expo |
| 12:30–2 p.m. | Lunch in the Expo |
| 12:45–2 p.m. | Knowledge Hub Talks in the Expo |
| 12:45–2 p.m. | Author Talks: Staffing World Bookstore in the Expo |
| 3:15–4:30 p.m. | Refreshment Break in the Expo |
| 3:30–4:30 p.m. | Knowledge Hub Talks in the Expo |
| 3:30–4:30 p.m. | Author Talks: Staffing World Bookstore in the Expo |
| 5:45–7 p.m. | Networking Reception in the Expo |
| 6–7 p.m. | Knowledge Hub Talks in the Expo |
| 6–7 p.m. | Author Talks: Staffing World Bookstore in the Expo |

Wednesday, Oct. 8

| | |
|------------------|--|
| 8:30–9:30 a.m. | Breakfast in the Expo |
| 8:30 a.m.–2 p.m. | Expo Open |
| 10:30–11:45 a.m. | Refreshment Break in the Expo |
| 10:45–11:30 a.m. | Author Talks: Staffing World Bookstore in the Expo |
| 12:30–2 p.m. | Lunch in the Expo |
| 12:45–1:45 p.m. | Knowledge Hub Talks in the Expo |

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