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From Idea to \$100 Million—How to Scale Your Staffing Business

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Tuesday, Oct. 25
2:15–3:30 p.m.



From Idea to \$100 Million—How to Scale Your Staffing Business

Jeffrey Bowling
Chief Executive Officer
The Delta Cos.

Daniel E. Campbell, CSP
Executive Chairman
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Founder and Chief Executive Officer
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Sharing Best Practices

Overview: Aaron Green

- History of friendships and business relationships



Introductions



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VARIABLES IN SCALING

Perspectives from Jeff, Dan, Jeff, and Aaron

- How we got started in business
- Why we wanted to start our own firms
- Best business decision
- Worst business decision
- Toughest business decision
- Unique structural or strategic element that helped scale
- Emotional or physical tolls to get where we have gotten
- If we could start over and knew what we know now, what would we do



QUESTIONS



Thank You for Attending



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