

Staffing World® 2017 Agenda

All convention events take place at the McCormick Place Convention Center, unless indicated otherwise. SUBJECT TO CHANGE

TIME		LOCATION
Monday, Oct. 23		
1:30–5:30 p.m.	ASA Board of Directors Meeting	Room E253D
6:30–9:30 p.m.	ASA Board of Directors Dinner (<i>invitation only</i>)	Gibson's Bar & Steakhouse (<i>off site</i>)
Tuesday, Oct. 24		
8 a.m.–12 noon	ASA Board of Directors Meeting	Room E253D
8 a.m.–7:30 p.m.	Registration Open	Lakeside Exhibit Hall D Foyer
10 a.m.–12 noon	Chapter and Regional Council Leadership and Meeting	Room E255
12:15–1:30 p.m.	ASA Leadership Awards Luncheon (<i>invitation only</i>)	Room E253A
	Preconvention Workshops	
1–3 p.m.	The New Language of Staffing Facilitated by Catherine Farr Annelise Alexander	Room E353A
1:30–2:15 p.m.	Money Makers for the Recruiting Professional John Ruffini	Room E353B
2:30–3 p.m.	How NOT to Sell Staffing—Become a Trusted Adviser David Searns; Brad Smith	Room E353C
1:30–3 p.m.	Legal and Legislative Committee Meeting	Room E259
1:30–3 p.m.	Section Council Leaders Meeting	Room E253D
3–4 p.m.	Staffing World Welcome Mixer	Lakeside Exhibit Hall D Foyer
4–5:30 p.m.	Opening General Session	Lakeside Ballroom E354
	Presentation of the ASA Leadership Hall of Fame Award and Volunteer of the Year Award	
	Keynote Address: "Executing Imagination: Turning Raw Ideas Into Powerful Results," presented by Josh Linkner	
5:30–7:30 p.m.	Expo Grand Opening	Lakeside Exhibit Hall D
6–6:30 p.m.	Book Signing With Josh Linkner	Lakeside Exhibit Hall D, Booth 821

Wednesday, Oct. 25		
7–8:15 a.m.	Legal and Legislative Committee Breakfast Meeting	Room E259
7:30–8:30 a.m.	Buffet Breakfast	Lakeside Exhibit Hall D Foyer
7:30–8:30 a.m.	First-Time Attendee Breakfast	Room E353B
7:30 a.m.–7 p.m.	Registration Open	Lakeside Exhibit Hall D Foyer
8:30–10 a.m.	General Session	Lakeside Ballroom E354
	Presentation of the 2018 National Staffing Employee of the Year Award	
	Keynote Address: “ Work That Matters, ” presented by Jonathan Mildenhall	
10–11 a.m.	Refreshment Break in the Expo	Lakeside Exhibit Hall D
10 a.m.–7 p.m.	Expo Open	Lakeside Exhibit Hall D
11–11:45 a.m.	Workshops	
	Artificial Intelligence—Legal Implications of Taking the “Human” Out of Human Resource Tammy McCutchen, Esq.	Room E353B
	Raise the Bar—Recruit Like the FBI Conni LaDouceur	Room E253A
	From Obligation to Genuine Commitment—Winning the Minds and Hearts of Your Staff Jim Carchidi, CSP	Room E258
	Managing a Profitable Existence Within the Talent Acquisition Technology Ecosystem Brian Delle Donne	Room E253D
	Strategies for Conducting Legally Compliant Interviews Jason Klimpl, Esq.; Andrew W. Singer, Esq.	Room E265
	Women in Leadership—Establish a Strategy to Advance Your Career Facilitated by Kelly Verberg; Lisa M. Cooney; Dannette Nicastro; Krisi Rossi O’Donnell	Room E353A
11 a.m.–12:30 p.m.	Trending Insights Roundtables	Room E450A
12–2 p.m.	Lunch in the Expo	Lakeside Exhibit Hall D
12–2 p.m.	Special Owners Session (Part I)	
	Developing High-Performance Teams Within a Culture of Commitments and Accountabilities (<i>reservation required</i>) Bruce Hodes; Leo Sheridan	Room E353C
12:15–1:45 p.m.	Tech Park	Lakeside Exhibit Hall D

12:30–1 p.m.	Idea Labs	Lakeside Exhibit Hall D
	The Runaround Dilemma: Urgent vs. Important Mark Murphy	Booth 130
1–2 p.m.	Annual ASA Membership Meeting	Room E255
1:15–1:45 p.m.	Idea Labs	Lakeside Exhibit Hall D
	Attracting, Engaging, and Retaining “A” Players Sean Ring	Booth 1206
2:15–3:15 p.m.	Workshops	
	Scaling Your Staffing Business: Secrets to Success Facilitated by Eric Gregg Jeff Bowling; Dan Campbell, CSP; Aaron Green, CSP; Jeff Harris	Room E450B
	Engage Technology Disruptors or Get Left Behind Facilitated by Mike Whitmer Eric Alfaro; Alan Stukalsky	Room E253A
	Diagnosing the Pulse Points to Recruiting Success Mike Lejeune	Room E258
	Women in Leadership—Convincing Venture Capitalists You’re a Good Risk Facilitated by Loretta Penn Amy Christensen; Celeste Gudas	Room E451A
	Forecast: Occupational Safety and Health Trends for 2018 Mark Lies, Esq.	Room E265
	Data Breach! What to Do If Your Firm Falls Victim Cynthia Larose, Esq., CIPP; John K. Morrison, CSP	Room E253D
	Thought Leader Sessions	
2:15–4:15 p.m.	Special Consulting Session—Winning the Talent War: Strategies for Building a Lean, Flexible, High-Performance Workplace Bruce Tulgan	Room E450A
2:15–4:15 p.m.	CFO Roundtable Facilitated by Jonathan S. Neff and Shawn Poole	Room E353B
3:15–4:15 p.m.	Managed Services Forum Facilitated by John Healy Denis Pennel; Richard Wahlquist	Room E353A
3:15–4:15 p.m.	CIO Roundtable: Top Five Issues in Managing an Enterprise IT Department Facilitated by Mike Whitmer	Room E353C

3:15–4:15 p.m.	Refreshment Break in the Expo	Lakeside Exhibit Hall D
4:15–5:30 p.m.	Section Forums	
	Engineering, IT, and Scientific	
	Emerging Sector Trends and Opportunities Julie Ross; Kip Wright; Scott Zorn	Room E265
	Health Care	
	The Makings of Success—Perspectives of Hospitals, VMSs, MSPs, and Staffing Firms Facilitated by Stephen C. Dwyer, Esq Robert Murphy; Mark Siegel	Room E253A
	Industrial	
	Upskilling: A Story of a Partnership Between Staffing Firms and Clients Facilitated by Kelly D. McCreight, CSP John Davey; Scott Mayer, CSP; Genia Spencer	Room E450B
	Office–Administrative	
	Attracting and Engaging the New Workforce of Administrative Professionals Jim Carchidi, CSP; Myra Mathis; Jacob Rhoades	Room E253D
	Professional–Managerial	
	Sourcing Strategies in a Tight Labor Market Tom Erb, CSP; Tom Gimbel; Brad Middleton, CSP	Room E451A
	Search and Placement	
	The Voice of the Client Nick Schichtle	Room E451B
4:15–5:30 p.m.	Workshop	
	Dissecting an M&A Transaction Facilitated by Sam Sacco Dave Phillips; Akash Taneja	Room E258
5–7 p.m.	Networking Reception in the Expo	Lakeside Exhibit Hall D
7–9 p.m.	ASA StaffingPAC Industry Leader Event (invitation only)	Metropolitan Club at Willis Tower (off site)

Thursday, Oct. 26		
7:45–8:45 a.m.	Education and Certification Committee Breakfast Meeting	Room E259
8–9 a.m.	Buffet Breakfast	Lakeside Exhibit Hall D Foyer
8 a.m.–3:30 p.m.	Registration Open	Lakeside Exhibit Hall D Foyer
9–10:30 a.m.	General Session	Lakeside Ballroom E354
	Keynote Address: “Conquering Life’s Stage Fright: Three Steps to Top Performance,” presented by Mark Schulman	
10:30–11:30 a.m.	Refreshment Break in the Expo	Lakeside Exhibit Hall D
10:30 a.m.–2:30 p.m.	Expo Open	Lakeside Exhibit Hall D
10:45–11:15 a.m.	Book Signing With Mark Schulman	Lakeside Exhibit Hall D, Booth 821
11:30 a.m.–12:30 p.m.	Workshops	
	Running an Efficient Back Office to Maximize Profitability Judi Bell	Room E265
	Women in Leadership—Managing Talent: How Strong Is Your Bench? Lori Malett, CSC; Rachel Stevens; John Thomas, CSP, CSC	Room E258
	Building an Effective Delivery Model Within a Talent Supply Chain Facilitated by John Healy Travis Hamblet, Eddie Lou; Dara Lubarsky	Room E353B
	Robotics and Humans at Work—Staffing Solutions of the Future Facilitated by Jason Leverant, TSC, CSP, CSC, CHP Doug Hammond; Landon Spring	Room E450B
	Protecting Temporary Workers: Roles and Responsibilities of Host Employers and Staffing Firms Amy K. Harper, Ph.D.; Gary D. Lescallett; Sharon Pancamo, dual CSHO	Room E353A
11:30 a.m.–1 p.m.	Immersion Programs	
	Staffing Technology You Can’t Live Without—Must-Haves in Recruiting and Talent Engagement, Sales and Client Engagement, and Back-Office Operations Facilitated by Jim Essey, CSP Hope Bradford; Kevin Delaski; Tom Erb, CSP	Room E450A

	Candidate Engagement: The Blueprint to an 85% Response Rate Stacy Zapar	Room E451A
	Strategic Brilliance: Simple Secrets to Effective Leadership Scott Wintrip	Room E253D
	Compensation Plans on Steroids: Drive Performance, Revenue, and Gross Profit Tom Kosnik	Room E253A
12:30–2 p.m.	Women in Leadership Interest Group Lunch	E270
12:30–2:30 p.m.	Lunch in the Expo	Lakeside Exhibit Hall D
12:30–2:30 p.m.	Special Owners Session (Part II)	
	Developing High-Performance Teams Within a Culture of Commitments and Accountabilities (<i>reservation required</i>) Bruce Hodes, Leo Sheridan	Room E353C
	Idea Labs in the Expo	Lakeside Exhibit Hall D
12:45–1:15 p.m.	ASA Market Intelligence—What, Where, and How Cynthia Poole	Booth 130
12:45–1:45 p.m.	Digital Marketing Simplified Adam Bleibtreu	Booth 1206
12:45–2:15 p.m.	Tech Park	Lakeside Exhibit Hall D
1:15–2:15 p.m.	Safety Committee Lunch Meeting	Room E261
1:15–2:15 p.m.	Staffing as a Career Committee Lunch Meeting	Room E255
2:30–3:30 p.m.	Workshops	
	Immigration-Related Inquiries of Temporary Workers—Know Your Liability Helen Konrad, Esq.	Room E353A
	Get in the Driver’s Seat: Maximizing That VMS Partnership You Didn’t Really Want Linda Sasser	Room E353B
	Situational Leadership Mary B. Lucas, CSP	Room E450B
	Risk Management Best Practices to Increase Market Recognition and Profits Facilitated by Bill Nagel Seiki “Stan” Hirota; Rob Loose; Bob Thompson	Room E253A
	Reputation: From Service to Storytelling to Supercharge Your Growth Eric Gregg	Room E265
	Staffing as a Career—Using the Program and Getting Results Facilitated by Threase Baker, TSC, CSP Brad Block, CSP; Susan Dietrich	Room E253D

	Staffing Solutions for a More Diverse Workforce Facilitated by Richard Wahlquist Audra Jenkins; Loretta Penn	Room E258
3:30–3:45 p.m.	Refreshment Break Outside General Session	Lakeside Exhibit Hall D Foyer
3:45–5:15 p.m.	Closing General Session	Lakeside Ballroom E354
	Presentation of ASA Care Awards	
	Keynote Address: “Making the Industrial Revolution 2.0,” presented by Mick Ebeling	
7–7:30 p.m.	Grand Finale Reception	Lakeside Exhibit Hall D Foyer
7:30–11 p.m.	Staffing World Grand Finale	Lakeside Ballroom E354