

Roundtable Discussions—Table Numbers and Topics

Presidential Ballroom B

Sponsored by



Wednesday, Oct. 23
2:15–3:30 p.m.

Leadership Table Topics

Table 1

Delegating

Table 2

Millennials, Zennials, and Beyond—Working With Different Generations

Table 3

Workplace Safety: Navigating Risk and Establishing Foundational Programs

Table 4

Identifying Your Firm's Core Values / Vision

Table 5

Leadership Styles and How to Leverage Them

Table 6

Difficult Conversations

Table 7

Keeping and Interpreting Metrics

Table 8

Career Pathing for Your Team

Table 9

Building Mentorship Programs for Your Team

Table 10

Building and Anchoring Diversity

Table 11

Leadership: Turnover / Work-Life Balance

Table 12

Internal Performance Management

Table 13

Leadership: Leading Change

Table 14

Insurance: A Changing Environment—Issues That Will Impact Your Bottom Line

Sales and Business Development Table Topics

Table 15

Lead Generation and Building Your Sales Funnel

Table 16

Building Relationships Over Sealing This Particular Deal

Table 17

Overcoming Growth Plateaus

Table 18

How to Create a Game Plan / Strategy for Growth

Table 19

Improve Communication With Your Clients

Table 20

Strategic Partnerships With Clients

Table 21

Increase Penetration: Trust Building and Engagement With Clients

Table 22

Personal Branding in Line With Company Mission

Table 23

Leveraging AI to Increase Revenue

Table 24

Building Your Company Brand

Table 25

M&A: Values, Valuation, and Timing

Table 26

Motivating Your Sales Team in Difficult Times

Table 27

Successful Prospecting Tips

Table 28

Best Practices in Talent Retention

Table 29

Digital and Social Media Marketing

Table 30

Persuasive Selling

Table 31

Business Development: How to Identify and Pursue Bigger Clients

Table 32

The On-Demand Economy

Recruiting Table Topics

Table 33

Talent Acquisition Technology

Table 34

Improving the Client and Candidate Experience

Table 35

Leveraging Your ATS and How to Succeed Beyond It

Table 36

Know Your Worth; How to Avoid Overpromising

Table 37

Improve Communication With Your Candidates

Table 38

The Impact of AI and Automation on Recruiting

Table 39

Do's and Don'ts of Social Media

Table 40

Understand a Client's Culture

Table 41

Temporary, Temporary to Hire, and Direct to Hire Negotiations on Behalf of Your Client

Table 42

How to Maintain Postplacement Relationships—Ghosting and Nonreports

Table 43

Hiring Incentives