



Roundtable Discussions—Table Numbers and Topics

Leadership Tables: Room W206B

Sales and Business Development Tables: Room W207D

Recruiting Tables: Room W208

Thursday, Oct. 5
9:15–10:45 a.m.

Leadership Tables—Room W206B

Table 1

How to Encourage Cooperation

Table 2

Risk Management Basics

Table 3

Recruit Top Internal Talent (Staffing as a Career)

Table 4

Being a Growth Driver; Data-Driven Decisions;
Difficult Decisions

Table 5

Identifying Your Firm's Core Values / Vision

Table 6

Remote Work

Table 7

Difficult Conversations

Table 8

Leadership Styles and How to Leverage Them

Table 9

Active Listening

Table 10

Building Mentorship Programs for Your Team

Table 11

Internal Performance Management

Table 12

Protecting Temporary Workers: CDC NIOSH NORA
Best Practices for Host Employers

Table 13

Decision Making

Table 14

Effective Delegation and Time Management

Table 15

Building Diversity

Table 16

Advocating for Your Firm and the Industry

Table 17

Culture: Strategic Asset for Engagement and
Experience

Table 18

Delegating

Table 19

Open Discussion

Sales and Business Development Tables—Room W207D

Table 1
Client Communication

Table 2
Digital Transformation

Table 3
Building Your Company Brand

Table 4
Persuasive Selling

Table 5
Building Client Relationships With Social Media

Table 6
Increase Penetration / Trust Building and Engagement
With Clients

Table 7
Digital and Social Media Marketing

Table 8
Lead Generation and Building Your Sales Funnel

Table 9
How to Create a Game Plan / Strategy for Growth

Table 10
Overcoming Growth Plateaus

Table 11
M&A: Values, Valuation, and Timing

Table 12
Work Profitably With VMSs and MSPs

Table 13
The On-Demand Economy

Table 14
Strategic Partnerships With Clients

Table 15
Building Relationships Over Sealing This Particular
Deal

Table 16
Open Discussion

Recruiting Tables—Room W208

Table 1
Leveraging Your ATS and How to Succeed
Beyond It

Table 2
Understand a Client's Culture

Table 3
Integrating Chat GPT, AI, and Automation

Table 4
Winning the War for Talent

Table 5
The Impact of AI and Automation on Recruiting

Table 6
The Federal Equal Pay Act

Table 7
Improve Communication With Your Candidates

Table 8
Improving the Client and Candidate Experience

Table 9
Compliance Issues and How to Deal With Them

Table 10
Open Discussion