

# Schedule At-A-Glance

## THURSDAY, APRIL 22, 2010

Owner/Manager Session		Sales/Recruiter Session	
12:30-2:00 pm	"How to Develop and Keep A Staff of High Performing Recruiters," Danny Cahill	12:30-2:30 pm	"Advanced LinkedIn Maximization," Neil Lebovitz
2:00-2:15 pm	Mini Break		
2:15-3:30 pm	"Don't Put All Your Eggs Into One Basket. Create Multiple Streams of Income," Patricia Drain	2:30-3:00 pm	Sales/Recruiter Refreshment Break
3:30-4:00 pm	Owner/Manager Refreshment Break	3:00-5:00 pm	"Prospect Management & Advanced Lead Sourcing," Neil Lebovitz
4:00-5:00 pm	"Revenue Generating Roundtables"		
5:30-6:30 pm	Private Owner/Manager Reception with Exhibitors – Celebration Lake		

## FRIDAY, APRIL 23, 2010

7:30-8:30 am	Breakfast in the Majestic Ballroom			
8:30-10:00 am	<b>KEYNOTE: "Turning 2010 Into Your Best Year Ever," Craig Silverman, Majestic Ballroom</b>			
10:00-10:30 am	Refreshment Break in the Majestic Ballroom			
<b>TRACK:</b>	<b>Sales/Marketing</b>	<b>Temp/Contract</b>	<b>Direct Hire / Retained Search</b>	<b>Operations</b>
10:30-12:00 pm	"Why You MUST Know the Difference Between Sales & Marketing on the Web," Adam Peterson	"Generating New Biz," Craig Silverman	"The Art of the Client Visit," Dave Knutson	"Where are We Now; Where are We Going?" Michael Neidle
12:00-1:30 pm	Buffet Lunch in the Majestic Ballroom			
1:30-3:00 pm	"What You Need to Know about Web 2.0," Adam Peterson and Craig Silverman	"Gross Margin Method," Neil Lebovitz	"Getting Higher Level Searches Whether on Contingency or Retainer," Dave Knutson	"Employee Handbooks - Friend or Foe?" Lauraine Bifulco
3:00-3:30 pm	Refreshment Break in the Majestic Ballroom			
3:30-5:00 pm	"Marketing & Selling with a Plan in Place Will Create More Business," Patricia Drain	"Sales Success Blueprint..." Jenifer Lambert	"LinkedIn Panel," Dave Knutson, Neil Lebovitz, Patricia Romboletti	"2010 Employment & Legislative Update," Lonnie Giamela
6:00-7:00 pm	PAC Party (for PAC Contributors Only) – Colonial Patio			
7:00-11:00 pm	Friday Evening Gala – Colonial Ballroom			

## SATURDAY, APRIL 24, 2010

7:30-8:30 am	Breakfast in the Majestic Ballroom			
8:30-10:00 am	<b>KEYNOTE: "The 1.2% Factor: How One Small Change Leads to Large Results," Bob Davies, Majestic Ballroom</b>			
10:00-10:30 am	Refreshment Break in the Majestic Ballroom			
<b>TRACK:</b>	<b>Sales/Marketing</b>	<b>Temp/Contract</b>	<b>Direct Hire / Retained Search</b>	<b>Operations</b>
10:30-11:45 pm	"Improving with Improv," Charlie Allenson	"Top 10 Things Managers Can Do to Keep Their Company Out of Trouble," Lauraine Bifulco	"Monetizing Your Gifts Will Create More Sales," Patricia Drain	"The Implementation of Behavioral Contracting and Leadership Principles," Bob Davies
11:45-1:15 pm	Lunch in the Majestic Ballroom			
1:15-2:30 pm	"Internet Marketing Secrets for Owners, Managers and Recruiters," Neil Lebovitz	"Breaking Out of the Commodity Trap..." Jenifer Lambert	"Today's Economy: Its Effect on Gen-X, Gen-Y and Baby Boomers," Patricia Romboletti	"California Staffing Trends," Michael Neidle
2:30-3:00 pm	Refreshment Break in the Foyer			
3:00-4:00 pm	Rapid Fire Roundtables			

### Danny Cahill's "Rookie Recovery Retreat" • April 22-23, 2010 • 8:30-5:00 each day

Now you don't have to travel to Connecticut to be trained by the best! Danny has conducted retreat training for over 13 years. Combine his unparalleled training with a convenient location – in California at the site of CSP's annual staffing & recruiting conference.