



2017 Growing Firm Forum

November 9, 2017

*Sheraton Grand at Wild Horse Pass
Phoenix, AZ*

AGENDA

8:00 – 9:00 am **Registration & Continental Breakfast**

9:00 – 10:00 am **2017 Year in Review**

- Welcome & Introductions – **Rick Carlson, President, Harvyst Consulting Partners**
- Year over Year growth for the IT/Engineering staffing business – where, why, what's next?
- Expansion of the MSP and the impact on our business
- A look at some key statistics from the Operating Practices Report (OPR) and how to incorporate strategies based on the findings

10:00 – 11:00 am **Hiring Challenges**

What will motivate this generation? An open discussion of the current talent pool of sales people and recruiters - their desires and aspirations and what they need vs what they think they want.

- Are there any good people out there?
- Strategies to develop “home grown” talent
- What are the best drivers of motivation?
- What about the millennials? Are the stereotypes correct or are there ways to engage and excite this important group?
- What compensation strategies are working best?

11:00 – 12:00 pm **The World of Mergers and Acquisitions**

Where is the M&A action occurring? How can you make your business more attractive to prospective buyers? Find out from the experts.

- The Experts fill us in (How did 2017 compare to other years?)
- What is the continued outlook?
- What are some of the best ways to prepare my organization for purchase?
- What about acquisition as a strategy? What's out there?

12:00 – 1:00 pm **Industry Leaders Networking Lunch**

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AGENDA (cont.)

1:00 – 2:00 pm Expanding Your Business

“I’m stuck!” – Ways to steadily grow your business and build market share.

- Growing and even doubling your business takes a well prepared vision
- It also requires buy-in from many internal players
- How can you create this vision and prepare strategies to get there?
- What are the common pitfalls that organizations face when trying to achieve unilateral “buy-in”?

2:00 – 3:00 pm Defining a Culture

Is your culture “by design” or “by chance” and how to build it to help you expand the business.

- Have you defined the culture that you want or has your culture defined you?
- How can we go about improving our culture without alienating the top performers?
- How do we know if our culture needs improvement and what are others saying about it?
- Where does social media come into play and what should our strategy be?

3:00 – 3:15 Networking Break

3:15 – 4:00 pm Critical Care – Eric Gregg, CEO, Inavero

The importance of online reputation and how to best manage your company's social image. Eric Gregg of Inavero discusses an interesting approach to improving your brand.

- What are your consultants saying, tweeting, or posting about your organization?
- How can you best manage these critical resources and what are others doing?
- Eric Gregg of Inavero will share best practices and some revealing facts

4:00 – 4:30 pm Rapid Fire Questions & Answers

Come prepared with your firms questions and willingness for an open discussion on the topic with your industry peers.

4:30 – 6:15 TechServe Ultimate National Meet-Up
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The National Meet Up is an innovative networking experience that will open the **2017 TechServe Alliance Annual Conference** on Thursday, **November 9 at 4:30 p.m.** During the National Meet Up, you'll have the opportunity to meet with peers to exchange information and solve problems, and capture real takeaways to bring back to work. The focus of this National Meet Up will be the Hot Topics facing our industry today and into the future.