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APRIL 27-28, 2022 | HARD ROCK HOTEL & CASINO ATLANTIC CITY, NJ

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SCHEDULE AT A GLANCE

WEDNESDAY, APRIL 27		
Time	CE Credits	Presentations
6:30 - 8:30 pm		Opening Reception at Hard Rock Café Backstage  
THURSDAY, APRIL 28		
8:30 - 9:00 am		Breakfast 
9:00 - 10:00 am	1.0	"5 Components of Extraordinary Teams" <i>Lee Rubin</i> 
10:00 - 11:00 am	1.0	"Staffing Jeopardy"
11:00 - 11:15 am		Break 
11:15 - 12:15 pm	1.0	"The Art of Pivoting" <i>Cornell Thomas</i> 
12:15 - 1:00 pm		Luncheon 
1:00 - 2:15 pm	1.0	"Staffing Industry M&A Marketplace: A Look Back at 2021 and Looking Forward in 2022" Moderator: <i>Michael Bartels</i> Panelists: <i>Martin Borosko, Patrick Morin, Michael Napolitano, Paul Mehring</i> 

SCHEDULE AT A GLANCE

Time	CE Credits	Presentation
2:15 - 3:15 pm	1.0	"Managing and Leading a Recruiting Team in 2022" <i>John Ruffini</i> 
3:15 - 3:30 pm		Break 
3:30 - 4:45 pm	1.0	"The World Has Changed... Are you prepared to sell in the new era?" <i>Jim Gallic</i>
4:45 - 5:00 pm		Closing Remarks
6:00 - 8:00 pm		Cocktail Reception at the Plum Lounge  
8:00 pm		Dinner on Own

LOCATION INFORMATION

Hard Rock Hotel & Casino Atlantic City
 1000 Boardwalk
 Atlantic City, NJ 08401



A room rate of \$69 is being offered for attendees of NJSA's Executive Leadership Conference.

Please make your reservations online at <https://book.passkey.com/go/GNJSA22> or call 609-449-6860 and mention the New Jersey Staffing Alliance to receive the discounted rate.

Deadline for reservations is Wednesday, April 6, 2022.



CONFERENCE DETAILS AND SPEAKERS

WEDNESDAY, APRIL 27

6:00 - 8:00 p.m.

Opening Reception at Hard Rock Café Backstage

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Kick-off NJSA’s Executive Leadership Conference at our opening cocktail reception at the Hard Rock Café Backstage. Attendees will enjoy classic rock music by The Crown Acoustics, featuring NJSA members Michael Gallo and Vince Grillo.

THURSDAY, APRIL 28

8:30 – 9:00 a.m.

Breakfast

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9:00 – 10:00 a.m.

“5 Components of Extraordinary Teams”

sponsored by



Machines are evaluated based on the output of the entire unit, not the impressiveness of their individual parts. Extraordinary teams, like great machines, require certain components that hold their pieces together. While most organizations focus exclusively on building the skills of their individual members, elite organizations invest in the “stuff” that transforms a collection of talented individuals into extraordinary, machine-like teams. This keynote is packed with insights, humor, and tools to help attendees take their respective teams to a higher level.



Speaker: Lee Rubin’s unique ability to understand and articulate winning principles with tremendous clarity and practical application makes him a highly sought-after speaker and teacher. Corporations, professional associations and elite sports

organizations throughout the country have partnered with Lee to build extraordinary teams.

He holds a Bachelors Degree in Speech Communications, with a minor in Business from Penn State University. Rubin received a full athletic scholarship to play football for the Nittany Lions. Lee not only emerged as a three-year starting free safety, he also became a Captain of the team.

Lee was born in Honolulu, Hawaii, and raised in Central New Jersey. Lee and his lovely wife, Carmen, have been blessed with two beautiful daughters.

10:00 – 11:00 a.m. "Staffing Jeopardy"

We'll get the morning juices flowing with a fun round of Staffing Jeopardy where attendee's Staffing-related business knowledge will be tested.

11:00 – 11:15 a.m. Break

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11:15 – 12:15 p.m. "The Art of Pivoting"

sponsored by



For the first time in the history of humanity, everyone on this rock we called earth has been dealing with the same enemy. The last two years we all have been affected in some way by the pandemic, and regardless of your take on it one thing is for certain, we have to figure out how to move on to what's next. In this keynote Cornell Thomas will be discussing how to pivot during adversity by using the most powerful weapon human beings possess,

our minds. Cornell will share his own personal story of adversity and how he was able to turn his perceived disadvantage into an advantage.



Speaker: Cornell Thomas is an international speaker, five title author, and Corporate Trainer from New Jersey, For the past nine years he has been speaking all over the world on the power of mindset, faith, and resilience.

Cornell is a former basketball player, coach, and youth mentor. He has been endorsed by the likes of Tony Robbins, Les Brown, and Cornel West.

12:15 – 1:00 p.m. Luncheon

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Peckar & Abramson, P.C.

1:00 – 2:15 p.m. "Staffing Industry M&A Marketplace: A Look Back at 2021 and Looking Forward in 2022"

sponsored by



Merger & Acquisition activity in the Staffing Industry flourished in 2021 with owners and management taking advantage of a fertile market to grow their business. With PPP Loans being forgiven, Staffing Industry executives saw this as an opportunity to reinvest in their company and grow their existing business

as well as expand into new niches to further expand their footprint.

This activity will certainly continue in 2022 as Staffing Industry Executives will look to deepen their resources. Our panel of Staffing Industry Merger & Acquisition veterans will have a candid look at what transpired in 2021, how many of the deals were structured, and what they think the outlook on 2022 will be.

Moderator:

- Michael Bartels, Chief Development Officer, Becker LLC

Panelists:

- Martin Borosko, Esq. Partner, Becker LLC
- Patrick Morin, Partner, Transact Capital
- Michael Napolitano, Partner, Citrin Cooperman
- Paul Mehring, Co-President, Access Capital

2:15 – 3:15 p.m.

“Managing and Leading a Recruiting Team in 2022”

sponsored by



Are your recruiting and sales teams back in the office again? Are they fully remote? Working in some sort of hybrid situation? A lot has changed over the past two years with respect to how everyone conducts business. And with that, how we manage and lead our teams. In this session we will explore key aspects of managing and leading recruiting and sales teams. We will discuss the concept of micromonitoring, explaining the ‘Why,’ the pros and cons of metrics, and managing

virtual teams. We will also dive into today’s client sales and candidate recruitment climate and the opportunities and challenges that face us and can impact our success since this is vital information, we need to effectively guide our people. Attendees will leave with tangible management tools that will assist them in managing and leading their sales and recruitment teams.



Speaker: John Ruffini is the Vice President of Professional Development for HealthTrust Workforce Solutions, the staffing arm of HCA Healthcare – the largest for-profit healthcare system in the United States. He and his team focus on training and

development for the entire organization in an effort to help employees be the best they can be at whatever role they are playing within the company. John’s passion is recruiting, and every recruiter hired at HealthTrust goes through a two-week boot camp training he developed that has improved new hire ramp-up time by 30% and aided in HealthTrust having its best year in the company’s history in 2022.

John is the author of “Money Makers – Proven Ways to Increase Sales and Productivity in the World of Professional Recruiting” which has been an Amazon Best Seller and is used by staffing firms across the country to train their recruiters and instill recruiting fundamentals that are so critical to long-term success.

John is also the Co-host of the recruiting industry’s only weekly, unscripted LiveStream broadcast, “Recruiters With No Limits.”

3:15 – 3:30 p.m.

Break

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3:30 – 4:45 p.m.

“The World Has Changed..... Are you prepared to sell in the new era?”

The war for talent, the great realignment, the WFH/hybrid chaos and more have changed your clients’ worlds forever. Candidates have more options than ever before as remote work and other perks become norm. This new world can create endless opportunities for you, but only if you and you team are prepared.

Jim Gallic will showcase the steps top organizations and individuals take to set themselves apart from the competition and proven process to consistently win new business. He will also demonstrate new tools being leveraged by leading sales teams to improve their odds at succeeding in the new world.



Speaker: Jim Gallic’s mission is to “Inspire the Hearts of Seekers”, which allows him to build the consensus needed to make change occur in any organization. His leadership style creates high-performing teams among peers, direct reports, clients, and business

partners to achieve sales and organizational goals. Never one to rest on yesterday’s information, Jim consistently and constantly pursues knowledge from multiple vantage points, including technology, management, psychology, and administration, which creates

solutions that are executable and successful. He uses his 25+ years of sales, business development, leadership, management, and operations knowledge to craft solutions for today’s challenges with an ever-present focus on the future.

Jim has partnered with ADP, Xerox, Metlife, Prudential, along with numerous start-up organizations to craft sales strategies, consistent sales processes, action-oriented dashboards, and management KPIs to drive exceptional growth. He currently leads the sales efforts for Virgin Pulse, the world’s largest provider of employee wellbeing and engagement services.

Jim attended Kean University and lives in Somerset County with his family.

4:45-5:00 p.m.

Closing Remarks

6:00 – 8:00 p.m.

Cocktail Reception at the Plum Lounge

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8:00 p.m.

Dinner on Own

REGISTRATION FORM

Register Online: www.NJSA.com

Company Name _____

Company Address _____

Membership Affiliations (member rates will apply): NJSA NYSA MASA

Attendee #1

Name _____ email _____ phone _____

Special Dietary/Disability Needs: _____

Attendee #2

Name _____ email _____ phone _____

Special Dietary/Disability Needs: _____

Attendee #3

Name _____ email _____ phone _____

Special Dietary/Disability Needs: _____

Registration fees include breakfast, lunch, cocktail receptions and all educational sessions

NJSA Member: STAFFING Registration Fee = \$450 _____

NJSA Member: INDUSTRY PARTNER Registration Fee = \$650 _____

Non-Member: STAFFING Registration Fee = \$550 _____

Note: Non-Member Industry Partners are not permitted to attend the conference.

Method of Payment

MASTERCARD VISA AMEX Check # _____

Card Number _____ Exp. Date _____ CCID _____

Name on Card _____ Cardholder Signature _____

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Return completed form to NJSA. Deadline for registrations is April 24, 2020
 New Jersey Staffing Alliance | P.O. Box 518, Mount Laurel, NJ 08054 | Fax: 856-727-9504
 Please make checks payable to "NJSA" Questions? Call 973-283-0072