

TEAM Conference Session Overview

Thursday - 15th June 2023

TIME	ROOM BEAUMONT
15.00 - 15.40	Strategic and Tactical BD. The Difference and Why You Need Both Mike Ames - FLAIR BUSINESS GROWTH CONSULTANCY
15.45 - 16.30	Innovating Away from Feast/Famine and the Ambulance Chasing World of No Win, No Fee Contingent Recruitment Miles Lloyd - MILESTONES

Friday - 16th June 2023

TIME	HANOVER 1	HANOVER 2	ROOM HANOVER 3	BEAUMONT	WINDSOR 3
08.00 - 09.00	Registration, Networking, Meet the Suppliers and Tea & Coffee – HANOVER LOUNGE				
09.00 - 09.30	Opening Plenary - Collaboration for Jobs, Ideas and Innovation - Member Case Studies - Kwabena, John, Claire, Anthony - HANOVER SUITE				
09.45 - 10.15	From a Small Acorn to a Mighty Oak Paul Jacobs & Howard Greenwood - JUMP ADVISORY Jim Roach – ARV SOLUTIONS	The Role of Company Culture in Attracting & Retaining Employees Mike Ames - FLAIR BUSINESS GROWTH CONSULTANCY Chris Sheard - SR2 Nicky Klein - PRINCIPAL PEOPLE	Planning for the Worst and Expecting Something Just as Bad ALEX MOYLE	How to Cut Through the Noise on LinkedIn and Supercharge Candidate Attraction! Christina Robinson - GREEN UMBRELLA MARKETING	Employment & Recruitment Law Update - All You Need to Know About Developments Over the Last 12 Months and What's In the Pipeline Paul Chamberlain - JMW
10.20 - 10.50	The TEAM Recruitment Business Health Check Miles Lloyd - NORTHSTAR PEOPLE	The Top Challenges of Starting and Developing a Recruitment Firm and How to Overcome them Ashley Ward - LLOYDS Christina Robinson - GREEN UMBRELLA MARKETING Kwabena Amaning - THIRD NEXUS Wendy McDougall - FIREFISH SOFTWARE Barry Cullen - RECLAW	Sales for the Non Sales Recruiter Angela Cripps - RECRUITING GYM	How to Use Video as a Sales and Marketing Tool Kirsty Ames - FLAIR BUSINESS GROWTH CONSULTANCY	Emerging Market Trends in Recruitment for 2023 and Beyond Chaired by Louise Triance - UK RECRUITER Adam Pode - SIA Kate Shoesmith - REC Louise Rayner - NUMBERMILL
Continual throughout the day	Tea & Coffee				
11.00 - 11.30	How to Expand Your Reach as a Solo Recruiter: Strategies and Tactics Natalie Wells - NATALIE WELLS RECRUITMENT Sarah Bishop - RECRUIT RECRUIT Sharon Newey - SUPERFAST RECRUITMENT	Expert Advice for Scaling Your Recruitment Business in 2023 Chris Sheard - SR2 Gary Elden - Ex CEO S3 Mike Whatman - MIKE WHATMAN CONSULTING	Surrounded by Idiots? Disc Profiling - Understanding Your Clients Kate O'Neill - KATE O'NEILL RECRUITMENT COACHING	Unlocking the Secret to Explosive Growth: The Ultimate Guide to Attracting New Clients James Whitelock - THINKINCIRCLES	Thieving B*****ds - Backdoors; Stop Them Happening and Get Paid When They Do Barry Cullen - RECLAW
11.35 - 12.05	Breaking Through Barriers: An Amazing Recruitment Success Story Miles Lloyd - LEVEL EQUALS	Selling Your Recruitment Business: a Step-by-Step Guide Mike Ames - FLAIR BUSINESS GROWTH CONSULTANCY Kevin Uphill - Chair - AVONDALE Louise Rayner - NUMBERMILL	How to Increase Your Chances of Hiring the Right People Bobby Bannerjee - ELEV8 LEARNING	Maximising Your Reach and Engagement for LinkedIn Cameron McLennan - PAIGER	FREE NETWORKING TIME
12.15 - 13.15	Lunch and Meet the Suppliers				
13.25 - 13.55	Getting Value for Money From Your Job Board Advertising Michelle Davies - CANDIDATE SOURCE	Creating Value Throughout Your Recruitment Business Wendy McDougall - FIREFISH SOFTWARE	ED&I - The Business Development Tool You Never Knew You Had Jo Major - DIVERSITY IN RECRUITMENT	FREE NETWORKING TIME	The Increased Use of Tech in the Recruitment Process - The Challenges and the Possible Downsides Simon Whitehead - BRABNERS
14.00 - 14.30	Networking, Meet the Suppliers and Tea & Coffee				
14.30 - 15.00	Boringly Brilliant - Achieving Pipeline Mastery ALEX MOYLE			Coming to America Gary Elden - Ex CEO S3 Joris Verbeek - SBPM PARTNERS	FREE NETWORKING TIME
15.00 - 15.45	Prize Giving and Awards				
15.45 - 16.45	Headline Act - Scotty Mills - HANOVER SUITE				
19.30	Summer Garden Party Themed Drinks Reception, Dinner and Dancing with Live Band – The A Listers				