

Amy Bingham 2019 Speaking Engagement Sessions

Owner-Operator/Executive	Session Description	Time	Comments
Propel Profits by Avoiding These Three Big Mistakes	Packed with best practices, this session summarizes our findings through years of consulting to staffing firms of all sectors and sizes. It's all about planning, people, and profit! Attend and learn what and what not to do to ensure the success of your most asset – your business.	90 Minutes	Best with 90-minutes minimum to allow ample time for discussion. Highly rated at Staffing World 2018.
Get Your High-Potentials Ready to be YOU!	In today's changing world of work, you need strong leaders who can adapt quickly. And let's face it, if you don't have an empowered leadership team, you must do it all yourself! Attend this session and walk away with a staffing leadership development roadmap to get your team equipped for success.	60 Minutes to 2 Hours	Keynote or Workshop based on the Vital 9 leadership disciplines in Amy's Millennial Mentors Coaching Program.
Owners & Managers	Session Description	Time	Comments
Dirty Little Secrets	There are over 19,000 staffing firms in the U.S. High-growth firms have figured out how to do it better and capture more market share year after year. What <i>exactly</i> do they do, and how <i>exactly</i> do they do it? Attend this session and you'll leave with their best kept secrets.	60 Minutes	Ideal for Keynote, updated regularly with emerging best practices. There is something for everyone in this session. A similar session was highly rated at thirteen 2018 ASA Staffing Symposium Council Events.
Get Off the Fence!	We've all managed employees we're uncertain about, and we've all waited too long to address the situation. Getting the right people in the right seats <i>sounds</i> great...but exactly <i>how</i> do we do it? Attend this session for an evaluation model that defines who to hire in the first place, and what can and can't be trained. You'll leave ready to act!	60 Minutes	A working session where attendees follow along and evaluate their internal staff using the BC Trainable Critical Model & People Evaluator.
5 Critical Habits of the Unforgettable Boss	What makes a leader worthy of being crowned "the best boss I've ever had". Over half of employees surveyed say it's a fine blend of fostering a great workplace <i>and</i> delivering great results. Strive to ingrain these five behaviors and leave your legacy as a boss your employees will quote for years to come.	60 Minutes	An inspirational keynote or breakout session ideal for executive meetings and retreats.

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Recruiter Track	Session Description	Time	Comments
It's Raining Referrals!	Do you <i>really</i> know where your candidates are coming from? Hint: it's not all about the job boards. Attend this session and learn what 400 other firms are doing with referral programs that have these organizations filling more orders with less effort in a candidate's market.	60 Minutes	What's changed in the world of candidate referral programs, what works best in today's candidate market, how to set up a unique program, and how to creatively promote it for best results.
10 Reasons Robots Aren't Recruiters	Think robots will take your job? Relax. Recruiting is still a relationship business, and robots can't build relationships. Attend this upbeat session and leave...relieved!	60 Minutes	A great session for the Recruiting Track at a conference, this is fun and upbeat.
Sales Track	Session Description	Time	Comments
Breaking IN in a World of Voicemail, Clutter, Junk, and Unsubscribe!	Your prospects are bombarded with information every day by you and your 18,999 competitors. It's no wonder we can't get a hiring manager's attention. If you're responsible for selling new accounts or overseeing people who sell, attend this session and walk away with a simple 10-step Sales SOP proven to get results.	60 Minutes	Ideal for dedicated sales reps and anyone who oversees them. This session is GOLD. It distills down the sales process to a simple, repeatable workflow that Amy's clients have huge \$\$\$\$ success with. Bingham Consulting <i>Breaking IN!</i> process handout included.
Oh Crud, it Really IS a Purple Squirrel!	You have a quota to meet, and selling new business is <i>hard</i> . But you know the look you get from your recruiters when you excitedly rush in to the office with a new job order and say, "If we can just find someone with (everything) for (nothing), we'll win more business!!" The fact is, it's <i>hard to fill any job order today!</i> How do we bridge the divide? In this interactive session, we'll cover when and how sales reps should opt in and opt out.	60 Minutes	A great session for the Sales Track at a conference that covers how to define ideal client criteria and a job order rating system. Recruiters also get value from it, especially if they work both sides of the desk, taking their own job orders.