



APSO NATIONAL STAFFING CONFERENCE 2010

9 & 10 SEPTEMBER 2010

BIRCHWOOD CONFERENCE CENTRE, BOKSBURG, GAUTENG

PROGRAMME – RECRUITER INDABA – 10 SEPTEMBER 2010

07:00 – 08:30	Registration	
08:45 – 09:15	Opening Address	Mr. Suraj Maharaj APSO President
09:15 – 10:15	<p>Key Note: Why exclusive is always better. In a contingency business like recruitment, you should always try to increase the odds of placement by reducing your competition. As a result, signing an exclusive deal with your client is always best – learn how to achieve this successfully.</p>	Ms. Antonia Macrides International speaker
10:15 – 11:00	Morning tea	
11:00 – 12:00	<p>Attracting talent back to SA Many South Africans are eager to return to the country but find it difficult to find employment “via remote control”. Recruiters should learn how to attract, assess and manage the process of recruiting expats. Let HomeComingRevolution share their experiences in successfully attracting skill back to South Africa.</p>	Martine Schaffer HomeComingRevolution
12:00 – 13:00	<p>Enabling recruiters to manage disabled recruitment Recruiting candidates who are differently-abled is a challenge, particularly if you’re unsure how to accommodate them during the process. Learn some practical tips on how to manage the process, ensuring accurate recruitment & selection within an environment that respects the candidate’s dignity.</p>	Mrs. Shakila Maharaj
13:00 – 14:00	Lunch	
14:00 – 14:45	<p>Talent Scout: Interactive negotiation & sales session The challenge is simple: receive a project brief and put together a team with all the right players to meet the customers’ needs. Use the key recruitment skills of sourcing, negotiation, relationship-building and strategic thinking to beat the competition!</p>	Dream Team
14:45 – 15:30	<p>Maximise your Referral Network Most recruiters are good at sourcing & gathering names but then don’t know what to do with them. Let Dimitri teach you how to leverage each and every contact you make, to ask for referrals and how to maximize and increase your referral network of placeable candidates.</p>	Mr. Dimitri Tambourlas Virtual HR & Dimitrisays.com.
15:30 – 16:00	Afternoon tea	
16:30 – 17:30	<p>Sustaining Excellence through a balanced lifestyle We hear different recipes for success all the time, but very few people actually manage to implement these “recipes”, very few actually sustain the new habits or behaviours. This talk is a challenging look at what success (excellence) really is, or should be, followed by surprising trends, views and statistics to show the impact of a balanced lifestyle on our success.</p>	Will Maritz En Route Living
17:30 – 19:30	<p>Networking Cocktails Enjoy a sundowner (or two) and plenty of laughs with your fellow recruiters</p>	

APSO reserves the right to amend the programme.