



27TH ANNUAL CONFERENCE AND EXHIBITORS' SHOWCASE
FRIDAY, MAY 4, 2018
CREST HOLLOW COUNTRY CLUB, WOODBURY, NY

CONTINENTAL BREAKFAST WORKSHOP (8:30am – 9:30am)
“10 Rules For A Better HR Life”

Expecting to Receive 1.0 HR HRCI CEU & 1.0 SHRM PDC



As human resource professionals, we live in a chaotic world. We love this profession (and sometimes we despise it) because every day is different. Workplace laws continue to change, develop, multiply and sometimes . . . disappear. Interpretations of these laws change our applications and ideas. Workforces themselves change with advances in technology and generational shifts. Company cultures evolve over time and strengthen or erode based on marketplaces and leadership (or lack thereof). Our own survival in this field largely is premised on our ability to change based on new knowledge, experiences and relationships. To succeed in this chaotic world, we need a foundation. Rules that we can count on – that won't change – that, if followed, will direct us to a better, more effective HR life. This Workshop is a humble attempt to provide such a foundation.

Christopher M. Valentino, Esq., Jackson Lewis P.C.

SESSION I Workshop A (9:45am – 10:45am) and SESSION II Workshop D (11:15am – 12:15pm)
“The “HOW” of Spreading the “WHY”: Effectively Spreading Vision Throughout Your Organization”
Expecting to Receive 1.0 HRCI Business CEU & 1.0 SHRM PDC



This Workshop delivers practical strategies to get team members “on board” and to help them help you coordinate everyone's efforts. You'll discover how you may be creating a “productivity ceiling” for yourself and others by the way you lead and interact with your team members. You'll see the importance of clarifying what vision you want to spread, who to include in that process, and how to make it transferable. Finally, you'll gain a strategy to effectively enculturate the vision throughout your organization and realize the benefits of common perspective and shared striving.

Randy Anderson, E3 Professional Trainers

SESSION I Workshop B (9:45am – 10:45am) and SESSION II Workshop E (11:15am – 12:15pm)
“Developing Business Acumen as an HR Department of One” & “Developing Business Acumen”
Expecting to Receive 1.0 HRCI Business CEU & 1.0 SHRM PDC



HR professionals are continually hearing about becoming a strategic partner and getting a seat at the table. Their CEOs want them to know the numbers and the trends of the workplace. But how can HR professionals be more strategic when they're so busy handling the details? This presentation offers a solid foundation of what Business Acumen is and how HR professionals can carve out time in their busy schedules to increase this important behavioral competency. Topics covered include (but are not limited to): finance, environmental awareness, and entrepreneurial spirit.

Jennifer Currence, MBA, SPHR, SHRM-SCP, CPC, OnCore Management

SESSION I Workshop C (9:45am – 10:45am) and SESSION II Workshop F (11:15am – 12:15pm)
“Translating HR to Net Profit: How to Show the Real Bottom Line Impact of HR at your Firm”
Expecting to Receive 1.0 HRCI Business CEU & 1.0 SHRM PDC



As the HR function evolves, so too does the increased need to show that HR related initiatives are in fact paying off and are worth the expense. Yet, HR departments and leaders continue to struggle with methods for quantifying their efforts. While other functional areas of businesses (e.g. Marketing, Finance) are laser focused on converting their efforts into direct ROI, HR professionals are not always clear on what to present, how to present it, and in general how to convert what some argue are soft points and approaches to harder data worthy of respect. Attendees will learn how to clearly demonstrate ROI of HR related functions, and will leave with practical, simple tools to make a strong case for HR.

David Lewis, Operations Inc

CLOSING KEYNOTE WORKSHOP (3:00pm – 4:00pm)
Getting to Yes! Your Guide to Influencing Ideas & Decisions for Business Results
Expecting to Receive 1.0 HRCI Business CEU & 1.0 SHRM PDC



In this engaging session, participants learn to use the Six Principles of Influence to sell their ideas to top executives, teammates, and clients. We share how Herd Mentality, Fidelity, Authority, Reciprocity, Scarcity, and Likability can be mastered and used to sell ideas powerfully and effectively. Jennifer will share tips on how individuals can read a room to adjust how they deliver a message in order to affect people in a favorable way. Participants learn how the power of persuasion can escalate their HR career, increase their liability and decrease vulnerability in business situations.

Jennifer Lee, JB Training Solutions

Don't miss the 2018 NETWORKING Celebration
Sponsored by SHRM! (4:00pm – 4:30pm)