

14TH ANNUAL



# LEADERSHIP VISIONS

BUILDING YOUR COMPANY FOR SUCCESS

MAY 7-9, 2019 | ATLANTIC CITY, NJ



8.75 CE



Leaders have vision. They share a dream and direction that other people want to share and follow. The vision of leadership permeates the staffing workplace and is manifested in the actions, beliefs, values, and goals of every firm's leaders and is manifested in the actions of your staff.

The 2019 NJSA Executive Leadership Conference Committee has assembled a stellar group of staffing leaders to speak to you – the owners and managers of today's employment arenas. They want to share their vision of what it takes to meet the challenges of running contingency and recruitment firms and help you revisit, redirect, or reinvent you own vision for your organization.

Join them for this unique conference – your time to spend with co-workers and colleagues in New Jersey's staffing world!

## NJSA THANKS OUR CONFERENCE SPONSORS



# SCHEDULE AT A GLANCE

TUESDAY, MAY 7		
TIME	CE CREDITS	PRESENTATIONS
12:00 noon		Consultation Time with Amy Bingham (by appointment only)
1:00 pm (tee off)		NJSA Golf Outing Harbor Pines Golf Club
6:00 pm		Opening Reception, The Long Bar, The Borgata 
WEDNESDAY, MAY 8		
8:30 am		Breakfast 
9:00 - 10:00 am	1.00	Keynote Presentation: <b>Leo Sheridan</b> Success Story Showcase 
10:00 - 10:45 am	.75	Workshop Presentation: <b>Amy Bingham, Tom Kosnik</b> Busting through Growth Barriers: The 3 Biggest Mistakes You Need to Avoid and How (part 1) 
10:45 - 11:00 am		Break 
11:00 - 11:45 am	.75	Workshop Presentation: <b>Amy Bingham, Tom Kosnik</b> Busting through Growth Barriers: The 3 Biggest Mistakes You Need to Avoid and How (part 2) 
11:45 - 12:30 pm		Luncheon 
12:30 - 1:30 pm	1.00	Keynote Presentation: <b>Rudi Asseer</b> Supercharging Human Capital Using AI
1:30 - 2:30 pm	1.00	Panel Presentation: <b>Monte Block, Bill Emerson, Michael Epstein,</b> <b>Leo Sheridan, Moderator: Wendy Tordilio</b> State of Staffing in Our Region: How to Grow Faster and Recruit Smarter 

## SCHEDULE AT A GLANCE

TIME	CE CREDITS	PRESENTATION
2:30 - 3:15 pm		Industry Partner Speed Networking
3:15 - 3:30 pm		Break 
3:30 - 4:30 pm	1.00	Workshop Presentation: <b>Tom Kosnik</b> Seven Things You Must Know About Compensation
4:30 - 5:30 pm	1.00	Panel Presentation: <b>Martin L. Borosko, Nicholas Florio, Paul Mehring, Patrick Morin, Moderator: G. Allen Geyer</b> Strategies for Mergers & Acquisitions 
5:30 - 5:45 pm		Q&A
5:45 pm		Adjourn and check into Borgata
6:30 pm		Cocktail Reception Immersion Pool at the Water Tower  
8:00 pm		Dinner on Own
<b>THURSDAY, MAY 9</b>		
8:30 am		Breakfast
9:30 - 10:00 am	.50	Special Presentation: <b>Patrick Stewart</b> New Jersey Legal & Legislative Update
10:00 - 11:00 am	1.00	Keynote Presentation: <b>James A. Essey</b> 2019 Technology Tools Your Staffing Firm Can't Live Without
11:00 am		Adjourn

# CONFERENCE DETAILS AND SPEAKERS

## TUESDAY MAY 7

**12 Noon**

**Consultation Time with Amy Bingham  
(by appointment only)**



Management consultant and coach, Ms. Bingham will offer private consultant time to conference attendees. If interested, check the box on the registration form and Ms. Bingham will coordinate a time for you.

**1:00 pm**

**NJSA Golf Outing  
Harbor Pines Golf Club**

NJSA's Golf Outing will be held on May 7 at Harbor Pines Golf Club. Tee off is at 1:00pm. Reserve your foursome and enjoy the day with your friends and colleagues.



**Harbor Pines Golf Club  
500 St. Andrews Drive  
Egg Harbor Township, NJ 08234.**

**6:00 pm**

**Opening Reception  
The Long Bar, The Borgata**

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## HOTEL INFORMATION



**The Borgata Hotel Casino & Spa and  
The Water Club  
One Borgata Way, Atlantic City, NJ 08401**

A room rate of \$132 is being offered for attendees of NJSA's Executive Leadership Conference. Please call Borgata Customer Care at 609-317-1000 and reference the group code GBSTF19. Deadline for reservation is Monday, April 15, 2019.

## WEDNESDAY, MAY 8

8:30 am  
Breakfast

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AVIONTÉ

## 9:00 - 10:00 am

Keynote Presentation:  
Success Story Showcase

sponsored by



The staffing industry is one where those with enough determination, an aptitude for hard work and the right business strategy can have phenomenal success. Advanced Group has grown to be a leading nationwide staffing firm, with particular expertise in sourcing clinical and scientific, office/clerical, marketing/creative, and finance/accounting talent. CEO Leo Sheridan will outline the secrets behind the impressive growth of this company.

**Presenter:**

Leo Sheridan is chief executive officer and president of the Advanced Group, a staffing and outsourcing solutions provider with offices across the U.S. In 1988, Sheridan founded Advanced

Resources, and as the firm quickly expanded, he added additional businesses to create the Advanced Group. Today, the Advanced Group includes Advanced Resources, Advanced Clinical, the WunderLand Group, and

Advanced RPO.

Leo earned a Bachelor of Science degree in business administration from St. Michael's College in Vermont. He completed the Executive Management Program at Northwestern University's Kellogg School of Management. He has provided leadership to a variety of professional organizations, including TechServe Alliance, American Staffing Association, and Young Presidents' Organization. He serves on the Board of Directors for Cristo Rey Network and the Board of Trustees for Robert Morris University.

## 10:00 - 10:45 am

Workshop Presentation: Busting  
through Growth Barriers:  
The 3 Biggest Mistakes You Need to  
Avoid and How (part 1)

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If you're like many owners of staffing firms, you're a successful entrepreneur who fell in to the business with a client or two and grew a company that may now be overly dependent on them. Growing a healthy staffing business requires a roadmap, and not all roadmaps are the same. Somewhere along the line you also built a team of employees who depend on your success for their own. That requires hiring right, managing correctly, and developing leaders who can manage your business whether you're there or not. With all this responsibility, you need visibility to the business with the right financial model to sleep at night knowing you're managing cash flow and everyone will be paid.

It's failing to plan, failing your people, and failing to consistently grow profit that are the

three biggest mistakes seen in a combined forty years of staffing industry consulting expertise. In this session, staffing industry consultants Tom Kosnik and Amy Bingham will share with you what doesn't work - and what absolutely does work, to sustain a profitable business over time.

**Presenters:**



Amy Bingham With more than twenty years' staffing industry leadership expertise, Amy Bingham works with owners and executives to increase the value of their firms. It is Amy's broad exposure to the best practices of high-growth staffing

firms that equip her to help others succeed by providing advisory services, operational consulting, and leadership coaching.

Identifying a need to prepare the next generation of staffing leaders as Baby Boomer owners and executives develop their succession plans, Amy founded the Millennial Mentors Program for Staffing in 2018. The Millennial Mentors Group is a consortium of self-employed Baby Boomer coaches with deep leadership expertise in Talent Acquisition and Executive Development. Working one-on-one with high-potential managers, the Millennial Mentors transfer leadership knowledge and set the next generation up to assume bigger jobs. Committed to supporting staffing as a career, Amy is a highly-rated speaker at national and state conferences and has written educational articles and blogs for multiple industry publications.

In her spare time, Amy provides leadership coaching to the students of Rollins College Crummer Graduate School of Business and volunteers for Ronald McDonald House Charities of Orlando, Florida.



Tom Kosnik, President of Visus Group., is a recognized business consultant specializing in organizational development, profitability improvement and work culture transformation. For over two decades, he has

facilitated the Presidents RoundTable, working with companies of all sizes and function. As a recognized consultant, Tom has coached & consulted with hundreds of corporate leaders and organizations throughout the continental USA in effective business development using his empirical-based "Organizational Development Business Model" (ODBM).

Tom and his team of consultants at Visus Group shift organizations into high gear and increase bottom-line profits with customized consulting services and training programs, internal diagnostic assessments, whole system performance management, supply chain management analyses, and P&L Assessments. These high-impact tools create an "Action Research Model" (ARM) to get progressive companies and organizations moving toward growth and productivity.

**10:45 - 11:00 am**

**Break**

sponsored by



11:00 – 11:45 am

**Workshop Presentation:  
Busting through Growth Barriers: The  
3 Biggest Mistakes You Need to Avoid  
and How (part 2)**

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11:45 - 12:30 pm

**Luncheon**

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12:30 – 1:30 pm

**Keynote Presentation: Supercharging  
Human Capital Using AI**

The power of technology is constantly evolving in tandem with the increased demand for qualified people. Is your organization AI-ready? Follow along as we explore the power of AI and how it can significantly impact your human capital roadmap. This interactive presentation will take you from basic to more complex recruitment applications.

**Presenter**



Rudi Asseer - Honored as one of Ottawa's "Top 40 under 40" business leaders, Rudi Asseer's energy, reputation and executive experience in the business sector helped attract an exceptionally

strong team capable of executing his visionary leadership at IMI. His recent appointment as President & CEO of IMI has signalled a period of significant transformation for the long-established material handling company. Focused on international growth, digital transformation and expansion into new markets, Asseer placed IMI on the frontier of automation and artificial intelligence technology in the material handling sector.

"Artificial intelligence is a hot topic right now, but one of the most important things that people have to discuss is what impact it will have on today's organizations." AI is a force behind which Asseer is rethinking the way the material handling of the world does business.

1:30 - 2:30 pm

**Panel Presentation: State of Staffing  
in Our Region: How to Grow Faster  
and Recruit Smarter**

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A panel of top CEOs from 3 New Jersey based staffing firms will share their secrets for staying ahead in this business. Panelists: Michael Epstein, President & CEO-CoWorx Staffing, William Emerson, President, The Emerson Group, Leo Sheridan, CEO, the Advanced Group and Monte Block, CEO, Rotator Staffing. NJSA Co-President, Wendy Tordilio, Director, System One, will bring your questions to the panelists.

Here's a preview of what you'll learn:

- How are they using automation to increase their productivity?
- What are they doing differently to improve both the customer and candidate

- experience?
- What are their growth expectations for 2019?
- What other tools and technology are they using to manage their firms?
- What is their vision for staffing in our region?

**Panelists:**



Monte Block, Rotator Staffing - In 2019, Monte is celebrating his 44th year in the contract staffing business. He began his career at Volt, under the tutelage and training of his father and industry icon, Jerry Block. The

Blocks worked together for 40 years.

Monte is humbled that he was named to the SIA 100 Most Influential People in the Industry for the last four years. In 2018, under his leadership, his family of companies employed and had a positive effect on over 10,000 employees, nationwide and worldwide. He continues to meet with clients and help structure beneficial programs to meet financial needs, establish safe and productive work environments, and increase benefits to employees.

Monte brings a wealth of knowledge of industry, legal, regulation, and business resolution, to clients that help them win contracts and maintain compliance of rigorous standards.



Bill Emerson is President of Emerson Group, a full service recruitment firm with offices in Moorestown, NJ and Philadelphia, PA. Bill joined the business in 1990 as a recruiter in the health care industry and quickly began to learn the business "hands

on". As his knowledge of the industry grew, Bill diversified his experience by taking on

other roles such as outside sales and division manager. In 1998, company founders Skip and Annette Emerson decided to ease their way out of the day-to-day operations and Bill stepped in as president.

Emerson Group will celebrate their 48th anniversary this year and has been Recruiting to Culture Since 1971. Emerson provides recruiting services to companies within all industries. Areas of specialty include administrative, human resources, accounting/finance, sales/marketing, information technology, medical and legal office support, to name a few. Services include contract staffing, temp-to-hire, direct hire, and recruitment consulting.

Emerson Group has been recognized over the years, most recently for BCRCC's Voice of Business Award for Business Excellence, Philadelphia Business Journal's Best Places to Work, South Jersey Biz's Small Business Award for Recruiting, SNJ Business People Readers' Choice Award for HR & Staffing, South Jersey Biz Magazine's Best of Biz for Executive Search and Smart CEO's Family Business Award and their Culture Award, to name a few.

Bill has personally been awarded as 2017 Association Wide Volunteer of the Year by the Philadelphia Freedom Valley and Mt. Laurel/Burlington County YMCA's, nominated for Consultant of the Year for Delaware Valley's HR Person of the Year and SmartCEO Cornerstone Award for Pillars in Their Community.



Michael Epstein is President and CEO of CoWorx Staffing Services LLC, a privately held company with a long and successful history, which ranked 52nd on the 2018 Largest Staffing Firms in the US list from Staffing Industry Analyst. Michael joined

the CoWorx Executive Team in May of 2000,

serving as Chief Financial Officer and Secretary, and was designated President and Chief Executive Officer in January 2005. Under his leadership, CoWorx’s size continues to increase exponentially through organic growth, client referrals, and strategic acquisitions. For the fiscal year 2018, CoWorx reported over \$325+ million in annual revenue. CoWorx operates 81 locations nationwide, with an excess of 50,000 field employees in its workforce.

In February 2019, Michael was honored by Staffing Industry Analysts (SIA), the global advisor on staffing and workforce solutions, as it unveiled its annual list of North American staffing leaders, recognizing those individuals whose excellence, drive and significant contributions stand out as exemplary in the industry over the past year; Michael is a multi-year recipient of this designation. In 2018, Michael was also honored by the American Staffing Industry (ASA) as one of the top 100 most influential leaders in the industry. He is currently a member of the ASA’s Safety



Leo Sheridan is chief executive officer and president of the Advanced Group, a staffing and outsourcing solutions provider with offices across the U.S. In 1988, Sheridan founded Advanced Resources, and as the firm

quickly expanded, he added additional businesses to create the Advanced Group. Today, the Advanced Group includes Advanced Resources, Advanced Clinical, the WunderLand Group, and Advanced RPO.

Leo earned a Bachelor of Science degree in business administration from St. Michael’s College in Vermont. He completed the Executive Management Program at Northwestern University’s Kellogg School of Management. He has provided leadership

to a variety of professional organizations, including TechServe Alliance, American Staffing Association, and Young Presidents’ Organization. He serves on the Board of Directors for Cristo Rey Network and the Board of Trustees for Robert Morris University.

Committee.

**Moderator:**



Wendy Tordilio, Director of Commercial & Engineering for System One, joined the team in March of 2011. With nearly 20 years of industry experience, Wendy is an expert at helping companies overcome their staffing

challenges by building customized workforce solutions that meet their needs. Wendy currently serves as Co-President for NJSA. Wendy holds a Master’s degree from New Jersey City University.

**2:30 - 3:15pm**

**Industry Partner Speed Networking**

Industry Partners are a vital part of helping staffing firms achieve success and their services help all of us grow our businesses. Staffing Firms and Industry Partners will spend 45-minutes in an intense speed networking session. Attendees will have multiple 5-minute meetings with our industry experts to gain a brief understanding of how they can work together.

**3:15-3:30 pm**

**Break**

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**3:30 - 4:30 pm**

### **Workshop Presentation: Seven Things You Must Know About Compensation**

If you own and manage a staffing firm then you know that the number one operating expense is sales reps and recruiters. You also know that you are managing a "sales organization." A creative and compelling compensation program is therefore so critical to the success of your internal employees and organization. There is one caveat, no two compensation programs are the same mainly due to the fact that no two staffing firms are the same. Every staffing firm has different goals, client, margins, eternal pressures and key initiatives that need to get accomplished for everyone on the team to win and for the owner of the business to increase the value of the asset they are managing. Creative and compelling compensation programs drive success and there is a method to the madness of developing an engaging compensation program. This workshop will tell you the seven things you "must know" in managing your compensation program to drive success.

#### **Presenter:**



Tom Kosnik is a cutting-edge business consultant specializing in organizational development, improving company profits and work culture transformation. He is a trusted advisor to top corporate presidents & CEO's servicing the staffing industry

across the nation, and with specific depth of industry trends. Visus Group LLC is the go-to organizational development consulting firm servicing the staffing industry to help owners and key employees grow and better manage their companies.

Since 1994, Tom has coached & consulted with

hundreds of corporate leaders throughout the continental USA in effective business development using his empirical-based "Organizational Development Business Model" (ODBM). Tom built the successful Presidents' Round Table program using the ODBM. Since then, the RoundTable program has expanded to include the CFO RoundTable, HR RoundTable, Marketing RoundTable, and others.

Tom holds a Masters of Divinity Degree from Catholic Theological Union, IL (1991) and a Master's Degree in Organizational Development from the Bowling Green State University, OH (2000).

**4:30-5:30 pm**

### **Panel Presentation: Strategies for Mergers & Acquisitions**

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Anyone involved in mergers and acquisitions (M&A) knows every deal is different and the path to success is, by definition, always unique. Whether you're buying or selling, you'll need to know established strategies to build on and the expertise to help you create the unique approach you'll need to achieve your vision and deliver the value you want for your company.

This panel of NJSA Industry Partners will share how they view the Merger and Acquisition staffing marketplace, both on the Buy and Sell side.

Topics include:

- Deal Structure
- How EBITDA Multiple Differ for Asset vs

Stock Sale

- Working Capital Issues
- Earn Out Basics
- Covenants Not to Compete and Re-Employment by Buyer

Panelists:



Martin L. Borosko, Esq, has been the Managing Member of the firm since 2006. Under his leadership, the firm has grown into one of the premier boutique firms with offices in New York, California, New Jersey and

Pennsylvania.

Mr. Borosko has over 20 years of experience handling complex corporate transactions and commercial disputes in the areas of staffing and healthcare.

Mr. Borosko leads a team in the firm dedicated to studying the best legal practices within those industries. His philosophy is to direct clients toward legal strategies that facilitate growth and increase enterprise value in the long term. He often works as part of a team with leading investment bankers, accountants and risk managers to implement comprehensive growth strategies for clients.

Mr. Borosko has been the recipient of a number of awards and other peer recognitions throughout his career. He is a frequent contributor to legal and business publications and lectures across the country on emerging issues impacting the staffing, healthcare and finance industries.



Nicholas Florio, CPA, Partner, Citrin Cooperman, provides business consulting and financial advice to a variety of closely held private businesses. He is an audit and accounting partner located in the firm's New York City

office. With over 25 years of experience in service businesses, Nick advises in the areas of valuation services, business consulting, and profitability analysis, and helps clients with strategic corporate organization, as well as business and tax planning.

Nick is a long-standing member of the firm's Executive Committee and the leader of the firm's Staffing Practice. His experience includes providing advice on corporate structuring, positioning of intellectual property, licensing and branding rights, mergers and acquisitions due diligence, and consulting, among general business and tax advice. Nick also manages the firm's wealth management business, which operates under the Apexium Financial LP name.



Paul Mehring is Co-President of Access Capital, specializing in overseeing the company's New Business and Underwriting departments. Paul first joined Access Capital in 1990 and his overall experience in finance spans nearly 30 years. Paul

has a long record of successfully executing Access Capital's time-honored tradition of supporting the growth of entrepreneurially run companies in the staffing industry. His objective involves taking the time to fully understand the strategic goals of Access Capital's clients and leading his team in structuring customized financing solutions that

provide the necessary capital to achieve those goals whether through organic growth or via acquisitions.

Paul holds a B.S. in Business Administration and Finance from Villanova University. He proudly serves as an Industry Partner member of the New Jersey Staffing Alliance and is also a member of the American Staffing Association, TechServe Alliance, Staffing Industry Analysts, and New York Staffing Association as well as various credit granting organizations in the New York area.



Patrick Morin joined Transact Capital as Managing Director in 2012. Patrick brings with him a wealth of experience in capital raising, deal making, strategic advisory to CEO's, marketing and revenue generation, along with investment banking and

business ownership. As a prominent speaker to industry groups and business, Patrick is well connected to many well-known business leaders throughout the U.S.

Prior to joining the Transact, Patrick was Managing Partner of BrightHammer, LLC, a venture management firm that specializes in strategy with an emphasis on sales and marketing development. He worked with select start-ups, growth companies, and turnarounds to stabilize operations and ramp up revenue and employee performance. He was retained by clients in the multifamily, pharmaceutical/medical, financial services, real estate, and professional services industries.

Prior to BrightHammer, he was seven years as Senior Vice President with Cornerstone Realty Income Trust, Inc., a \$1.5 billion New York Stock Exchange-traded company that owned and operated over 24,000 apartments.

#### Moderator:



G. Allen Geyer is the founder and President of AGR Financial, a national provider of financial services to the staffing industry since 1995. Uniquely positioned as a Merchant bank, AGR offers a variety of services including

working capital financing, payroll & invoice processing, as well as merger and acquisition services such as brokerage, financial consulting, strategic planning, valuations and restructurings.

Mr. Geyer has over 35 years experience in the domestic and international banking and financial markets. Mr. Geyer received his undergraduate degree from Grove City College in Pennsylvania and his MBA from New York University Graduate School of Business Administration.

His experience includes being the CEO for a large multinational bank in North America, running all of the lending and corporate finance operations for a large Swiss bank in the U.S., as well as executive positions with Citibank and Irving Trust Company. His professional associations within the banking community include memberships in the International Advisory Council of the Bankers Association of Foreign Trade; and the Corporate Marketing Council of the Bank Marketing Association as well as numerous other trade organizations.

**5:30-5:45 pm**

**Q&A**

**5:45 pm**

**Adjourn and Check into Borgata**

**6:30 pm**  
**Cocktail Reception**  
**Immersion Pool at the Water Tower**

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**8:00 pm**  
**Dinner on Own**

**THURSDAY, MAY 9**

**8:30 am**  
**Breakfast**

**9:30 - 10:00 am**  
**Special Presentation: New Jersey Legal & Legislative Update**

**Presenter:**



Patrick Stewart worked in the state legislature for the Assembly Republican Majority office. During this time, he worked closely with legislators, forming policy and helping educate assembly members on important issues. Stewart

was responsible for staffing many assembly committees, including the budget, consumer affairs, regulated professions, and labor committees.

Stewart served as principal policy advisor to the Republican Majority Leadership and caucus on economic development, changing financial issues with the state budget and relaying needs from the business community.

A lobbyist since 2001, Stewart has worked on a broad range of issues for his clients. Working with larger and smaller clients, he uses his working knowledge of the legislature, state departments, and the Governor’s office to achieve the goal of the client.

He has developed a strong working knowledge of the insurance industry and labor arena, specifically dealing with workers compensation issues. Stewart handled other diverse clients in the pharmaceutical industry, manufacturing sector and temporary staffing industry.

Stewart is a 1996 graduate of Villanova University, where he earned his degree in political science.

**10:00 -11:00 am**  
**Keynote Presentation: 2019 Technology Tools Your Staffing Firm Can’t Live Without**

Technology is rapidly changing the landscape of the staffing industry. Staffing Owners are faced with an important decision: either embrace the changes and integrate them into their business models or get left in their competitor’s dust.



Jim Essey will showcase some of the most impressive new technology solutions that are available to staffing companies today. Jim will introduce you to some of the newest technology tools for Client attraction and engagement; Employee

attraction, screening, engagement and retention, and Back Office efficiencies. He

will finish by highlighting a number of new software enhancements recently introduced to legacy software so you can see what has changed this year. And he will give you a demo of his own company's just released client and employee web apps that allow up to 85% of the jobs in some areas to be filled entirely without human intervention.

Don't miss this information packed session with ideas that will help your staffing service stay ahead of the pack.

**Presenter:**

James A. Essey, CSP, is president and chief executive officer of the TemPositions Group of Companies, which is celebrating its 57th year in the industry. In addition to office support personnel, the company provides staffing in information technology, accounting, human resources, legal, hospitality, light assembly, education, and health care. Jim has made technology a key differentiator for his firm and has an in house and offshore development team of over 30 people supporting his proprietary software which offers online and mobile ordering, candidate resume screening and job matching, communications through chat bots, electronic time capture and billing and 365/24/7 online reporting. Essey served five terms as president of the New York Staffing Association, an ASA-affiliated chapter. He was ASA chairman in 2004; has chaired the chapter relations, member education and certification, political action, and industry best practices committees; and is currently chairman of the legal and legislative committee.

He holds a BA from Trinity College, Hartford, a General Course Degree from the London School of Economics and an MBA from Harvard University.

**11:00 am**  
**Adjourn**

# REGISTRATION FORM

Register Online: [www.NJSA.com](http://www.NJSA.com)

Company Name

Company Address

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

Are you interested in a private consultation with Amy Bingham on May 7 (by appointment only)?  Yes  No

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 two breakfasts, one lunch, two cocktail receptions and all educational sessions**

NJSA Member: STAFFING Registration Fee = \$450 \_\_\_\_\_

NJSA Member: INDUSTRY PARTNER Registration Fee (Conference Only) = \$375 \_\_\_\_\_

NJSA Member: INDUSTRY PARTNER Registration Fee (Conference and IP Networking Sesion) = \$625 \_\_\_\_\_

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

**Optional Add-On Fees:**

Golf Outing: Single Golfer = \$100 \_\_\_\_\_

Golf Outing: Foursome = \$375 \_\_\_\_\_

Foursome Requests: \_\_\_\_\_

**Method of Payment**

MASTERCARD  VISA  AMEX  Check # \_\_\_\_\_

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_ CCID \_\_\_\_\_

Name on Card \_\_\_\_\_ Cardholder Signature \_\_\_\_\_

Billing Address \_\_\_\_\_ City, State, Zip \_\_\_\_\_

Return completed form to NJSA. Deadline for registrations is Friday, May 3, 2019  
 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