



**Day 1**  
**February 20, 2019**

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| <b>8:00 am – 8:30 am</b>   | Registration and Continental Breakfast   |
| <b>8:30 am – 8:35 am</b>   | Welcome and Overview<br>David Chandler   |
| <b>8:35 am – 10:15 am</b>  | BSIS Compliance and Audit<br>David Chandler  |
| <b>10:15 am – 10:25 am</b> | Break  |
| <b>10:25 am – 12:00 pm</b> | BSIS Compliance and Employee Files<br>David Chandler   |
| <b>12:00 pm – 12:30 pm</b> | Lunch  |
| <b>12:30 pm – 2:30 pm</b>  | Insurance, Safety and Compliance.<br>Insurance Concerns for New Business.<br>Shaun Kelly   |
| <b>2:30 pm – 2:45 pm</b>   | Break  |
| <b>2:45 pm – 4:30 pm</b>   | Pricing and Transitioning New Business,<br>P & L Management, Profitability, Safety<br>(Operational), Client Follow up and Rate<br>Increases.<br>Mike Smidt |



## Day 2 February 21, 2019

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| <b>8:00 am – 8:30 am</b>   | Registration and<br>Continental Breakfast  |
| <b>8:30 am – 8:35 am</b>   | Welcome and Overview<br>David Chandler   |
| <b>8:35 am – 10:30 am</b>  | Human Resources<br>Recruitment and Hiring, Best Employee<br>Practices<br>Gary Bradley and Anne Laguzza   |
| <b>10:30 am – 10:45 am</b> | Break  |
| <b>10:45am – 12:00pm</b>   | Human Resources<br>Best Employee Practices, Staffing and<br>Termination<br>Gary Bradley and Anne Laguzza |
| <b>12:00 pm – 12:30 pm</b> | Lunch  |
| <b>12:30 pm – 2:30 pm</b>  | Legal Pitfalls<br>Barry Bradley and Jaimee Wellerstein   |
| <b>2:30 pm – 2:45 pm</b>   | Break  |
| <b>2:45 pm – 4:30 pm</b>   | Contracts, Indemnification<br>and Deal Breakers<br>Barry Bradley and Jaimee Wellerstein                  |