



## Day 1 February 20, 2019

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



## Day 2

### February 21, 2019

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