



Day 1  
August 14, 2019

- 8:00 am – 8:25 am** Registration and Continental Breakfast
- 8:25 am – 8:30 am** Welcome and Overview  
David Chandler
- 8:30 am – 10:00 am** BSIS Compliance and Audit  
David Chandler
- 10:00 am – 10:10 am** Break
- 10:10 am – 10:40 am** Technology  
Johnny Page
- 10:40 am – 10:45 am** Break
- 10:45 am – 12:00 pm** Contracts  
Barry Bradley and Jaimee Wellerstein
- 12:00 pm – 12:30 pm** Lunch
- 12:30 pm – 2:40 pm** Legal Pitfalls  
Barry Bradley and Jaimee Wellerstein
- 2:40 pm – 2:50 pm** Break
- 2:50 pm – 4:30 pm** Pricing and Transitioning New Business, P & L  
Management, Profitability, Client Follow up and Rate  
Increases  
Mike Smidt

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Day 2  
August 15, 2019

<b>8:00 am – 8:25 am</b>	Registration and Continental Breakfast
<b>8:25 am – 8:30 am</b>	Welcome and Overview David Chandler
<b>8:30 am – 10:35 am</b>	Insurance, Safety & Compliance Shaun Kelly
<b>10:35 am – 10:50 am</b>	Break
<b>10:50 am – 12:00pm</b>	BSIS Compliance and Employee Files David Chandler
<b>12:00 pm – 12:30 pm</b>	Lunch
<b>12:30 pm – 4:30 pm*</b>	Human Resources Best Employee Practices, Staffing and Termination, Recruitment and Hiring, Gary Bradley and Anne Laguzza

\*This session will include a 15 minute break.

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