

Economic Development

Wednesday, April 14, 2010, 5:00 pm - 7:30 pm

Downtown Club, Philadelphia

\$40 members/\$60 non-member

Topics will include:

The top industries that will drive business over the next 5 years;

What type of support industries are moving as a result;

The impact that energy conservation and sustainable design will make;

How - and when - funding will affect growth;

What are the status and opportunities for the AEC industry in the region; and,

How can the AEC industry help promote business?

Moderator: Dave McNerney, Entech Engineering

Panel: Pete Reinke, Lehigh Valley, PA; Gary W. Smith, Chester County, PA; Lisa

Morina, Gloucester County, NJ; David Briel, Commonwealth of PA

Principal's Forum - How to Develop a Team of "A" Players

Wednesday, April 28, 2010

Registration and Networking: 8:00am to 8:30 am

Program: 8:30am to 10:00am

Union League, Philadelphia

\$40 members/\$60 non-member

The best leaders attract and keep A-players. In turn, A-player teams create superior business results. Do you know how to attract, lead, and keep A-players on your team? This is a fast-paced, content-rich, example-filled program that gives you immediate steps for improving business results by creating a team of A-players. I explain specific strategies and provide examples of how to create the team your business needs rather than just accepting the team you have. This session incorporates key insights from my book "How to Hire A-Players: Finding the Top People for Your Team – Even if You Don't Have a Recruiting Department," which is being published by John Wiley & Sons in April 2010.

Some of the topics we will address in this one-hour session include:

1. How to create a company culture that attracts and keeps A-players.
2. How to solve the problems that cause your managers to tolerate poor performers.
3. Steps for creating an A-player mindset throughout your company.
4. How to develop your own A-player profile.
5. Why you need to interview (but not hire) all the time.
6. What is a "farm team" and why should you create one for your company?
7. How to tap into undervalued pools of talent that fit your A-player profile.
8. How to leverage social media to find A-players without wasting your time.

Eric Herrenkohl is the author of *How to Hire A-Players: Finding the Top People for Your Team –*

Even if You Don't Have a Recruiting Department. He is also Founder and President of Herrenkohl Consulting (www.herrenkohlconsulting.com), which helps businesses to improve results by creating A-player teams. His client list includes privately-held companies across fifty industries as well as a number of Fortune and Service 500 companies. His work has been cited by Fox News, the Philadelphia Inquirer, Inc.com, Careerbuilder.com, Monster.com, and MSNBC.com. Eric serves as a keynote speaker for business and professional groups and is the author of Performance Principles, a highly-regarded e-letter that reaches over 85,000 subscribers across the globe each month. He lives with his wife and 4 children in greater Philadelphia.