

# GENERAL INFORMATION

## Who Should Attend:

- Recruiters new to the profession or with limited experience
- Managers looking for ways to better manage their recruiter staff
- NAPR Members and Non-Members\*

*\*Non-Members who attend and apply for membership within 30 days following the Program will receive a \$100 credit toward their 2008 dues upon approval of membership.*

**Conference Registration:** You are encouraged to pre-register for the NAPR Program. Your registration fee includes: breakfast, refreshment breaks, lunch, handouts, and speaker syllabus.

**Hotel Accommodations:** Hilton Atlanta Airport, Atlanta, Georgia; Telephone 404-767-9000. Call today to make your reservations. Rates are \$109.00 single/double. Cut-off date on guaranteed reservations is September 9, 2008.

**Registration information:** There are two ways to register.

- 1) Mail: complete this registration form and return to NAPR Headquarters with your payment.
- 2) Fax: fax registration form with credit card information to 407-774-6440.

FORMS WILL NOT BE PROCESSED WITHOUT PAYMENT.

**Instructions:** PRINT OR TYPE ALL INFORMATION. Your name and company will appear EXACTLY as you have indicated on the form. Please copy for your file.

**NAPR CANCELLATION POLICY:** REFUNDS less a \$50 processing fee will be made on or before September 12, 2008. No refunds will be given after September 12 and on site.

222 S. WESTMONTE DRIVE, SUITE 101  
ALTAMONTE SPRINGS, FL 32714

**NAPR**  
Ethics. Education. Services.

# 2008 FALL

# EDUCATIONAL PROGRAM

**NAPR**  
Ethics. Education. Services.

## OCTOBER 3, 2008

## HILTON ATLANTA AIRPORT ATLANTA, GEORGIA

# RECRUITER AND MANAGER TRACKS

First Class Mail  
U.S. Postage  
PAID  
Permit #14114  
Mid-Florida, FL

# NAPR FALL EDUCATIONAL PROGRAM AGENDA

# REGISTRATION FORM

**THURSDAY, OCTOBER 2, 2008 - WELCOME RECEPTION: 6:00 PM - 7:00 PM**

## FRIDAY, OCTOBER 3, 2008 - RECRUITER TRACK SPONSORED BY ELSEVIER

- 7:30 am - 3:30 pm Registration Open
- 7:30 am - 8:30 am Continental Breakfast
- 8:30 am - 9:30 am **Recruiters' Track - Session One**  
"Ethics and Physician Recruitment"  
*Patrice Streicher, Fox Hill Associates, Milwaukee, WI*
- 9:30 am - 10:15 am **Recruiters' Track - Session Two**  
"Sourcing Candidates From All Perspectives"  
*Sarah Foster, Carolinas HealthCare System, Charlotte, NC*
- 10:30 am - 11:30 am **Recruiters' Track - Session Three**  
"Cold Calling, Pre-Qualifying, and Presenting - Part I"  
*Pat Doyle-Grace, Cejka Search, St. Louis, MO, and Craig Fowler, Pinnacle Health Group, Atlanta, GA*
- 11:30 am - 12:30 pm Recruiters' Track Lunch
- 12:30 pm - 1:45 pm **Recruiters' Track - Session Four**  
"Cold Calling, Pre-Qualifying, and Presenting - Part II"  
*Pat Doyle-Grace, Cejka Search, St. Louis, MO, and Craig Fowler, Pinnacle Health Group, Atlanta, GA*
- 2:00 pm - 3:15 pm **Recruiters' Track - Session Five**  
"Overcoming Objections"  
*Joe Rutkowski, D&Y, Huntsville, AL*
- 3:15 pm - 4:45 pm **Recruiters' Track - Session Six**  
"Closing - Bringing It All Together"  
*Moderator: Rich Cornell, PracticeMatch Integro, St. Louis, MO*
- 4:45 pm Adjourn

## FRIDAY, OCTOBER 3, 2008 - MANAGER TRACK

- 7:30 am - 3:30 pm Registration Open
- 7:30 am - 8:30 am Continental Breakfast
- 8:30 am - 10:00 am **Managers' Track - Session One**  
"The Training You WISH You Would Have Done!"  
*(Co-sponsored by MMS & NAPR)*  
*Tim Alderman, Alderman Hockaday & Associates, Marietta, GA*
- 10:15 am - 11:45 am **Managers' Track - Session Two**  
"Making the Most of the First 90 Days"  
*Kimberly Stanton-Bowe, Director of Learning, The Delta Companies, Dallas, TX*
- 11:45 am - 1:00 pm Managers' Track Lunch
- 1:00 pm - 2:30 pm **Managers' Track - Session Three**  
"NOT Just Winning, But Winning BIG"  
*Tim Alderman, Alderman Hockaday & Associates, Marietta, GA*
- 2:45 pm - 4:00 pm **Managers' Track - Session Four**  
"Metrics - Key Performance Indicators"  
*Bill Tracewell, Vice President, The Delta Companies, Dallas, TX*
- 4:00 pm - 5:00 pm **Managers' Track - Session Five**  
"Roundtable Discussion"  
*Moderator: Neal Fenster, Enterprise Medical Services, St. Louis, MO*
- 5:00 pm Adjourn

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October 3, 2008 • Hilton Atlanta Airport • Atlanta, GA

**Registration Fee includes:** Welcome Reception, Breakfast, Refreshment Breaks, Lunch, handouts, and speaker syllabus.

	Member	Non-Member*
Registration Fee:	\$399.00	\$499.00*
Additional Person - Same Organization	\$359.00	\$459.00*

**Select one track - you will only be able to attend sessions in the track selected.**

- Recruiter Track       Manager Track

**Names of Registrants (as they should read for name badge)**

Name: \_\_\_\_\_

Nickname for Badge: \_\_\_\_\_

Organization: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/St/Zip: \_\_\_\_\_

Telephone/Fax: \_\_\_\_\_

Email: \_\_\_\_\_

**Add a separate listing of additional registrations from same organization.**

I am enclosing a check payable to NAPR in the amount of \$\_\_\_\_\_

I am paying by credit card. Please charge my credit card in the amount of \$\_\_\_\_\_

Credit card:  MasterCard     Visa     AmEx

Account #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

3- or 4-digit Security Code: \_\_\_\_\_

Cardholder's Name: \_\_\_\_\_

Cardholder's Signature: \_\_\_\_\_

Credit Card Billing Address:  Same as above

Address: \_\_\_\_\_

City/St/Zip: \_\_\_\_\_

Special services: Please check here if you are disabled or require special services. Attach a written description of needs.

**Mail or fax registration form to NAPR Headquarters,  
222 S. Westmonte Drive, #101, Altamonte Springs, FL 32714.  
Telephone: 407-774-7880; Fax: 407-774-6440.  
Use the fax to register WITH CREDIT CARD INFORMATION ONLY.  
If using fax, please do not mail the original form.**

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[www.napr.org](http://www.napr.org)