



**Tuesday Oct 21
1:30 - 2:30 PM**

“Business-Building Discussion Groups PT 1”

Objective: The goal of the Business-Building Discussion Groups is to exchange ideas, solve challenges, and strengthen our recruiting businesses. Collaborate with others to overcome obstacles, drive growth, and ensure continued success.

Instructions:

- The first person who sits down at the table becomes the moderator.
- Each person introduces themselves with their name and a brief (15 second) description of their business or role.
- The moderator selects a topic from the list below to start the discussion. Allow everyone time to contribute and share their thoughts.

Discussion Topics:

Technology, AI, & Process Improvement

Overview:

Technology is evolving faster than most of us can keep up with. The challenge isn't just adopting tech—it's knowing *which* tools are worth the time and cost.

Real Concerns from TE Members:

- Streamlining technology and processes.
- Learning to use AI efficiently.
- Identifying tools that integrate with TE vs. those that operate separately but deliver results.
- Balancing automation with personal touch.

Discussion Starters:

- Have you successfully automated or streamlined using AI or tech tools in any areas of your workflow? If so, share how and what were the benefits.
- What tools integrate well with TE—and which outside tools have proven worth the investment?
- How do you determine when to invest in a new technology versus sticking with what you know?
- Have you created an internal process or checklist that dramatically improved efficiency? If so, share and explain how it has been effective.

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“Business-Building Discussion Groups PT 1”
Continued

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Partnerships, Collaboration & Network Effectiveness

Overview:

Strengthening partnerships in TE Network means raising standards across the Network and creating shared success.

Real Concerns from TE Members:

- Difficulty finding partners who follow through or provide detailed candidate info.
- Lack of recruiters willing to work jobs requiring higher-quality screening.
- Limited confidence that others are truly working shared openings.

Discussion Starters:

- What behaviors define a strong, professional TE partnership?
- Outline the expectations you share upfront with a trading partner to ensure quality submissions and communication moving forward together?
- How do you decide when to post your jobs to the Network?