



Patrick Sutton Director Gaiety School of Acting

Patrick is director of Communicate...with confidence where he delivers a wide range of communications solutions to senior clients in industry, politics and the arts. He is director of The Gaiety School of Acting-The National Theatre School of Ireland and of Smock Alley Theatre. As a writer his plays Iscariot and Magdalen have been seen widely and his Butte, Montana Trilogy is due to tour in USA and Ireland at the end of 2011. Recently received his MA- screenwriting his us actively seeking partners for his screenplay - Our Lady of The Rockies.



Tommy MacDonnell Director Ogilvy

Tommy is a graduate of Trinity College, Dublin and the College of Europe Bruges (MA ECON). He spent 12 years with the Saatchi International Group working on Mars International in a variety of global markets and was formerly MD of Euro RSCG International Ireland. Tommy moved to Ogilvy in 2004 and is a director on the board of Ogilvy.



Gabriel D'Arcy Chief Executive Bord na Mona

Gabriel D'Arcy was appointed as Chief Executive Officer in February 2008. Prior to joining Bord na Mona, he held a number of management positions in the Kerry Group, most recently Commercial Director Kerry Ingredients Europe. He previously served as a Captain in the Defence Forces. He holds a B.Sc. (Hons) from University College Galway, an M.Sc. from University College Dublin, M.B.A. from Kingston University Business School and an Advanced Diploma in Management Practice from University of Ulster. He is a member of the Institute of Directors.

**CONFERENCE DATE: 18TH NOVEMBER 2010
8.30 TO 4 PM**

**THERE ARE THREE EASY WAYS TO REGISTER
FOR THIS CONFERENCE**

1. Follow the link www.gmtraining.ie <<http://www.gmtraining.ie/>>
2. Forward a cheque with this completed booking form to 17 Wainsfort Manor Green Terenure Dublin 6
3. Call Grainne on 086 8598441 or 01 4926384 to make a direct payment

Booking Form

Name:

Title:

Company Name:

Email Addrss:

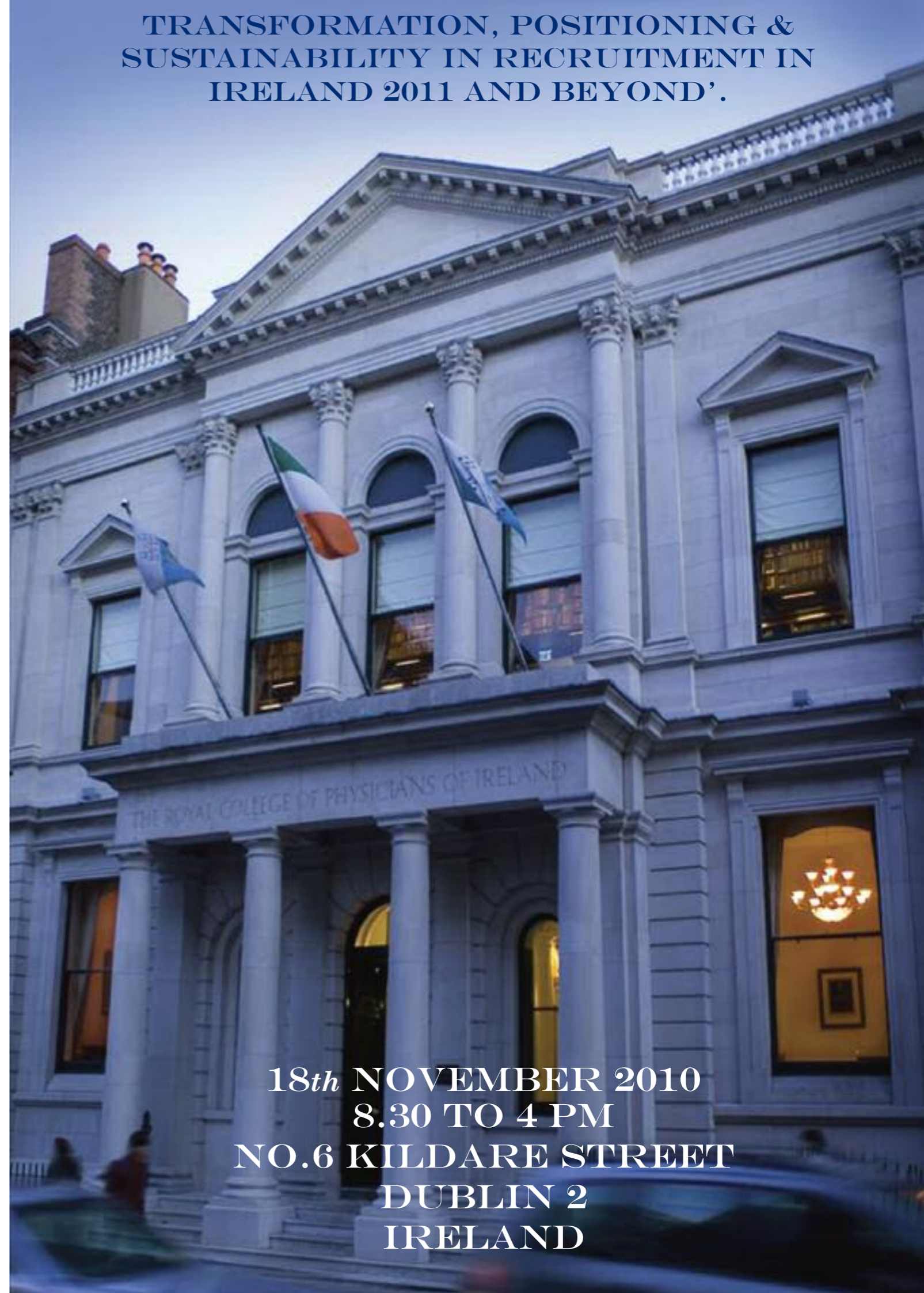
Payment Method. Cheque Enclosed

There is a Brief Encounter slot for the first 20 people who registrar.
This gives you a 10 minute opportunity to talk to a Presenter of your choice so don't miss out.

Cost €225 plus VAT

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LITHOGRAPHIC

**TRANSFORMATION, POSITIONING &
SUSTAINABILITY IN RECRUITMENT IN
IRELAND 2011 AND BEYOND'.**



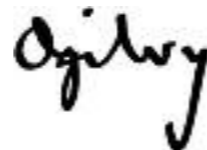
**18th NOVEMBER 2010
8.30 TO 4 PM
NO.6 KILDARE STREET
DUBLIN 2
IRELAND**

PROGRAMME

TRANSFORMATION, POSITIONING & SUSTAINABILITY IN RECRUITMENT IN IRELAND 2011 AND BEYOND'.

- 8.30 to 9.15 Registration & Coffee
- 9.15 to 9.30 Grainne Martin Conference Chair
Opening and Welcome
- 9.30 to 10.15 Jim Power Chief Economist Friends First
'Building an Employment Generating Economy'
- 10.15 to 11.00 Anne Heraty CEO CPL Resources
'Using the Transformation in Recruitment for Creative Recruitment Solutions'
- 11.00 to 11.30 Coffee & Biscuits
- 11.30 to 12.15 Mark O'Donnell Director Human Capital Deloitte
'Positioning Executive Sourcing for a Successful Future'
- 12.15 to 1.00 Ann Swain CEO APSCo (UK)
'Fortune Favours the Brave'
- 1.00 to 2.00 Lunch in the Old Library
- 2.00 to 2.45 Patrick Sutton Director Gaiety School of Acting
'Confidence, Communication, Courage, Creativity and above all Calm'
- 2.45 to 3.15 Tommy Mac Donnell Director Ogilvy
'Creative Blending of Traditional and New Advertising Methods.'
- 3.15 to 4.00 Gabriel D'Arcy CE Bord na Mona
'A New Contract with Nature - Recruitment as a key enabler'.
- 4.15 Close & Wine Reception

Media Partner Sunday Business Post
Supporters: Bord na Mona, APSCo UK, CXC Global,



GRAINNE MARTIN : GMT Time for a Change

Trainer, Mentor and Advisor: Specialising in sales and recruitment, GMT was established in response to the need for expert to expert training in sales and recruitment. Grainne has worked within the recruitment industry for more than two decades, graduating from Trinity College Dublin (BA). A Fetac qualified trainer (2009) and a Certified Workplace Mediator (MII 2007), she started her career in recruitment in London in 1996 where she worked for 9 years establishing a highly successful IT Contract Desk. In response to market demand she returned to Ireland in 1995 and established Computer People in Ireland with a network of offices in Cork and Belfast. Operating in the specialist staffing space, in 2004 Grainne set up Ajilon Finance and Ajilon Pharmaceutical. Having worked at the 'coal face' as a recruitment consultant and later as a sales manager, she has led, trained, inspired and motivated successful sales teams in Ireland and the UK for more than 20 years. Grainne now runs her own Training company focusing mainly on the recruitment and sales industry.



Jim Power Chief Economist Friends First

Jim Power is a graduate of University College, Dublin. He is Chief Economist at Friends First Group. He previously worked as Chief Economist at Bank of Ireland Group and Treasury Economist at AIB Group. He is owner manager of JimPower Economics and conducts economic and financial consultancy projects both in Ireland and overseas. Areas of interest include Housing, Health, the Retail Trade, Planning, Agri-Food. He teaches Finance and Economics on the Local Government MBA at Dublin City University and Economics on the Executive MBA at the Michael Smurfit Graduate School of Business, University College Dublin. He writes a weekly column in the Irish Examiner and contributes to numerous other newspapers and magazines on an occasional basis. He is a board member of Agri-aware, a food awareness body and is Chairperson of Love Irish Food. He is editor of the Friends First 'Quarterly Economic Outlook', which has become established as one of Ireland's leading economic commentaries on the Irish economy. His first book 'Picking up the Pieces' was published by Blackhall Publishing in November 2009.



Anne Heraty - Group Chief Executive

Anne Heraty is Chief Executive of Cpl Resources plc. A publicly quoted company, they provide recruitment and outsourcing services across a range of disciplines and sectors offering specialist labour market knowledge and expertise in each sector. Anne established Cpl in 1989 and has played a key role in developing it to become Ireland's leading employment services company. Cpl have circa 3,800 temporary staff and 500 contractors working on client site. They have a network of 24 offices in seven countries. Anne was awarded the Ernst & Young Entrepreneur of the Year in 2006. Anne holds a BA degree in Mathematics and Economics from University College Dublin.



Mark O'Donnell Director Human Capital Deloitte

Mark is a Director in the Management Consulting practice and leads our Human Capital Advisory Division which includes Recruitment and Selection, Talent Management and Leadership Development. He has a BA in HRM and Accountancy, a Post Graduate Diploma in Training and Development and a Certificate in Workplace Psychology. Mark is currently completing his advanced diploma in coaching and facilitation. He is a Lominger certified Leadership Architect (competency design). He is also a certified EQI practitioner. He is a BPS Level A and B certified. He is a member of CIPD and the IMCA. Mark is also the current Chairman of the Executive Search Consultants Association. Mark has worked on a range of projects relating to Recruitment and Selection, Leadership Development, and Training in both the public and private sectors. He has also assisted clients in design and delivery of assessment and development centres.



Ann Swain – Chief Executive, APSCo

Ann Swain is the Chief Executive of The Association of Professional Staffing Companies, formed by the merger of the Association of Technology Staffing Companies and the Forum of Professional Recruiters in January 2009. APSCo provides a strong and united voice for those recruitment firms involved in the acquisition of business professionals on behalf of their clients on a permanent or flexible basis. Ann has a wealth of experience in the professional recruitment market as a recruiter, manager, trainer, sales director, managing director and spent a few years on the client side of the fence as an HR Manager. She was the founder, in 1988 of Learning Curve, the specialist recruitment industry training company which was acquired by the Delphi Group in 1997. Ann's first, very successful, business book 'The Professional Recruiter's Handbook' was published by Kogan Page in 2009 and has become a business best seller. Ann is a well respected authority in our industry, a hugely popular international speaker and a passionate advocate for the UK Recruitment Profession.