



LAAHU BREAKFAST MEETING

THURSDAY ♦ MARCH 18, 2010 ♦ 7:00AM – 10:00AM

Skirball Cultural Center, 2701 N Sepulveda Blvd, Los Angeles, CA 90049

LOS ANGELES ASSOCIATION OF HEALTH UNDERWRITERS

BUFFET BREAKFAST WILL BE SERVED TO ALL ATTENDEES. FREE PARKING.

7:00 A.M. – 8:00 A.M. **REGISTRATION**
 7:30 A.M. – 8:30 A.M. **BREAKFAST**
 8:00 A.M. – 8:30 A.M. **ANNOUNCEMENTS**
 9:00 A.M. – 10:00 A.M. **PRESENTATION**

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How Do You Deal with National Payroll Firms Stealing Your Business?

Here are just a few of the Key Topics that will be covered:

- ◆ Greater need to stay focused on finding & retaining customers
- ◆ The Lack of HR expertise in smaller companies
- ◆ Hard to fully finance “non-profit” HR Department in tight economic times
- ◆ How to avoid losing your business to PEO’s
- ◆ How to respond to a business owner requesting more
- ◆ How you can deepen your business relationships with your clients



Your Speaker – Preston A. Gould

Preston is a senior business consultant with CPEhr, one of California’s oldest and largest privately owned Human Resources Outsourcing firms. Preston has extensive knowledge in the employee administration marketplace having worked over seven years each with ADP payroll services and Kronos time and attendance systems.

Preston strongly believes in a consultative process...“I don’t sell our services; I listen to each client and determine if we can offer them a way to add HR expertise and capabilities. Many companies like our co-employment service model while others don’t.”

For the past year, Preston has worked with Word & Brown offering their brokers a way to continue their client relationships and revenue streams in a world where payroll giants like ADP and Paychex are trying to erode their book of business.

NETWORKING - GET READY TO MINGLE & BRING LOTS OF BUSINESS CARDS

Register online by going to www.laahuonline.com or register below by mail or fax:

Name _____ Company: _____
 Phone: _____ Email: _____
 Payment by: Check # _____ (payable to LAAHU) VISA Mastercard
 Card Number: _____ V-Code: _____ Expiration Date: _____

Signature: _____
 Billing Address: _____
 City, St ZIP: _____

Please check one: Member Non-Member

Register by Mail: P.O. Box 1071, Fresno, CA 93714

Register by Fax: (800) 676-7364 / Questions? Call: (800) 676-1628

No refunds will be given for cancellations received after 5:00 pm, Friday, 3/12/2010 and a “NO SHOW” will be billed.

Meeting Fees: March 18th Meeting

\$30 Members with registration and payment received by 5:00 pm, Friday, 3/12/2010

\$50 Members with registration and payment received thereafter, or at the door

\$60 Non-Members with registration and payment received by 5:00 pm, Friday, 3/12/2010

\$75 Non-Members with registration and payment received thereafter, or at the door

www.laahuonline.com