

# Getting Paid to Grow the Bottom Line



In this fast moving presentation HR expert, attorney and coach, Don Phin takes you on a journey through the possibilities for your career. He will discuss:

- The HR Challenge
- The opportunity in Great HR
- Discovering your Big Why
- Creating a Plan for Success
- Creativity... when there are so many rules
- How to show your value
- How to get a raise
- And so much more...

Here's what other HR executives have to say about this program:

"Best session I've ever attended at any conference in my 15 years in the industry."

"Don Phin's presentation style and content was excellent."

"Don was captivating and very knowledgeable. He also challenged me to be better. I was highly motivated after listening to what he had to say. Great use of the slides plus he put a good bit of humor into the session."

"Don was so passionate and committed to reaching out to the HR community and help us to do better. I really appreciate his approach and honesty about how HR typically behaves and we would serve ourselves better. He was a breath of fresh air and know-how."

"Great presenter, informative, fun, and entertaining."

"Enjoyed this discussion about how to brand ourselves as HR professionals."

"GREAT program! Honest – hard-hitting – concise! "

"Loved his honest look at the role of HR—we need to accept folks and policies for what they truly are and if they don't work, stop trying to make them work because we want them to and find a new way! Great sense of humor!"

"One of the best sessions I've attended! Very interesting speaker and held my attention during the entire presentation. Very much appreciated the open discussion throughout the presentation with the speaker and the audience. Inspiring—I left the session wanting to do more and be more! Thank you for the gut check."

"He's definitely a character. For me, it added to the draw. But then again, I'm a New Yorker too."

"Phin went straight to the heart of the matter when he challenged HR professionals to link revenue-generating activities to HR actions."

"Please have him come back next year—we need more strategic content like this that makes us think."

"Should win 'Best of Conference' in my opinion. Phin was tough on us as a profession but I didn't get the sense he was bashing us, but that he was for us, that he wanted us to do better because we can do better. His content was great, too. I'll definitely file his name in my mental Rolodex."

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