

Business Sustainability in Aged Care Online Symposium

National Online Symposium

Wednesday 18 November 2020

Thursday 19 November 2020

Day 1 – Wednesday 18th November 2020

Session 1: 11:30am – 12:30pm AEDT (11:00am ACDT, 10:30am AEST, 10:00am ACST & 8:30am AWST)

ACSA Opening Address

Carmen Izurieta, Executive Director – Membership & Services, **ACSA**

Looking to the Future: Understanding the Importance of Business Sustainability in Aged Care

Cam Ansell, Managing Director, **Ansell Strategic**

Principal Sponsor Address Philip Seubert, Business Development Manager, **Aware Super**

Session 2: 1:00pm – 2:00pm AEDT (12:30pm ACDT, 12:00pm AEST, 11:30am ACST & 10:00am AWST)

Panel Discussion: Strategies for Sustainable Growth & Development

Sue Thomson, Chief Executive Officer, **McLean Care**

Greg O’Loan, Regional Vice President, ANZ, **Epicor**

Felix Pintado, Chief Executive - Residential Aged Care, Home Care & Seniors Living, **Mercy Health and Aged Care**

Session 3: 2:30pm – 3:30pm AEDT (2:00pm ACDT, 1:30pm AEST, 1:00pm ACST & 11:30am AWST)

Techniques for Managing & Enhancing Your Organisation's Reputation

Peter Lewis, Director, **Essential Media**

Session 4: 4:00pm – 5:00pm AEDT (3:30pm ACDT, 3:00pm AEST, 2:30pm ACST & 1:00pm AWST)

Identifying & Utilising Effective Tactics for Increasing Occupancy

James Underwood, Director, **James Underwood & Associates**

Terri Watson, Customer Relations Manager, **Warrigal**

Thank you to our Principal Sponsor



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Aged & Community Services Australia



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Session 1: 11:30am – 12:15pm AEDT (11:00am ACDT, 10:30am AEST, 10:00am ACST & 8:30am AWST)

Panel Discussion: Proactive strategies on resilience and navigating the Mergers & Acquisitions process

Alison Choy Flannigan, Partner, **Hall & Willcox Lawyers**

Mark Pertrucco, Partner, **Hall & Willcox Lawyers**

Andrew Fressl, Partner, **McGrathNicol**

Anthony Connelly, Partner, **McGrathNicol**

Principal Sponsor Address Adrian Paine, Business Development Manager, **Aware Super**

Session 2: 12:45pm – 1:30pm AEDT (12:15pm ACDT, 11:45am AEST, 11:15am ACST & 9:45am AWST)

Innovation in Business Models & Revenue Streams

Sara Blunt, Chief Executive Officer, **Kalyra Communities**

Major Sponsor Address Greg O’Loan, Regional Vice President, ANZ, **Epicor**

Session 3: 1:45pm – 2:15pm AEDT (1:15pm ACDT, 12:45pm AEST, 12:15pm ACST & 10:45am AWST)

Lazy Balance Sheets

Anthony Hamawi, National Business Development, Community and Social Investments, **Perpetual Limited**

Scott Hawker, National Manager, Not-for-Profit Endowments, **Perpetual Limited**

Session 4: 2:45pm – 3:30pm AEDT (2:15pm ACDT, 1:45pm AEST, 1:15pm ACST & 11:45am AWST)

Developing your Emerging Leaders

Elissa Burgess, Learning and Development Consultant, **Aware Super**

Session 5: 4:00pm – 5:00pm AEDT (3:30pm ACDT, 3:00pm AEST, 2:30pm ACST & 1:00pm AWST)

Effective Procurement: Key Techniques & Strategies to Save on Purchases

Steven Ellitt, Chair, **ACSA National Procurement Committee** & Assets and Contracts Manager, **Royal Freemasons’ Benevolent Institution**

Mark Speechly, Procurement Manager, **Wesley Mission**

Principal Sponsor



Major Sponsor Day 2



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