

National Conference Program

Monday 7th & Tuesday 8th March 2011

**“Choice and Competition -
Staying Ahead of the Pack”**

Platinum Sponsor:



IT Partner Sponsor:



Sunday 6 March		
1830	Enjoy a casual evening and networking with your colleagues at the Bondi Hotel, Campbell Parade, Bondi Beach	
Monday 7 March		
0830-0900	Registration / Trade Exhibitions	
0900-0905	Opening of Conference	Sue Beehag
0905-0915	Welcome by APNS Chairperson	Nick McDonald
0915-1030	Nursing & Community Care Marketing with the Wow Factor Sponsored by <i>Johnson & Johnson</i>	<i>John Dwyer</i> Principle, Coolibah Marketing
1030-1040	Morning Tea Break Mini Presentation	
1040-1110	Morning Tea & Trade Exhibitions	
1110-1140	Get Ready for Consumer-Directed Care – The Shape of Things to Come	Dr Goetz Ottmann Senior Research Fellow, Deakin School of Nursing/ UnitingCare Community Options Partnership
1140-1215	Funding Care at Home – Where will the money come from? All you need to know from 'The Future of Aged Care in Australia' report	Peter Matwijiw General Manager Policy and Research National Seniors Australia
1215-1300	Lunch & Viewing of Trade Exhibitions	

1300-1345	Workers Compensation – How to Bring Your Premiums Down	Mark Shoemith Oxley Workers Compensation Solutions
1345-1415	Dementia Nursing – What Best Practice Looks Like	Dr Nicholas Ingham Geriatrician Department of Geriatric Medicine, St Vincent's Hospital
1415-1445	Health Recruitment – Attracting and Retaining the Best Staff	Erin Devlin, Director and Principal Consultant Devlin Alliance
1445-1500	Sponsored Afternoon Tea Break Mini Presentation	
1500-1530	Afternoon Tea & Viewing of Trade Exhibitions	
1530-1615	Giving Staff Choice – Self Directed Learning in Community Care	Karen Martin Aged Care CHANNEL
1615-1700	Rostering and Client Management Magic	Presentation IT Partners Trade Sponsor - Magic Group
1900-2300	Dinner Overlooking beautiful Bondi Beach	
Tuesday 8 March		
0900-0930	Best Products / Best Outcomes – Giving Clients Choice	Presentation Platinum Sponsor – Johnson & Johnson
0930-1000	Creating Great Tenders & Submissions	Louise Greene Ideal Consultancy
1000-1030	Morning Tea with Trade	
1030-1100	Generating Sales in the Community Care Sector – Growing Your Business	Fiona Somerville Ideal Consultancy
1100-1130	Department of Veterans' Affairs Nursing Update	Jackie Parkin Manager Community Nursing, DVA Community Health
1130-11.50	Tips for Selling your Nursing / Community Care Business	APNS Member Case Study
1150-1200	Conference Close	
1200-1230	Lunch, Goodbyes & Networking	