



PRESENTS :

WORKSHOP ON HUMAN RESOURCES STRATEGIES

- **Miami:** Wednesday, February 25, 2026 | 5:00–8:00 PM
- **Atlanta:** Friday, February 27, 2026 | 5:00–8:00 PM

(Locations will be announced soon)

Program Agenda (5:00–8:00 PM)

4:30–5:00 PM | Welcome & Opening Remarks

- Registration check-in and seating
- Welcome by Italy-America Chamber of Commerce Southeast (IACCSE)

5:00 PM | Speaker 1 - Ivana Lodovici , Principal at Yer USA

Recruiting Strategy for International Companies in the U.S.

Focus areas:

- Common mistakes made by foreign companies when hiring in the U.S.
- Hiring for sales, operations, and technical roles across states – how to attract U.S. candidates
- Salary benchmarking: Italy vs. U.S. and how to structure a competitive job offer

5:30 PM | Speaker 2 - Marco Tiozzo, Americas Director at Kilpatrick Executive

Beyond the Resume: How to Identify Leadership Potential in a Competitive U.S. Talent Market

Focus areas:

- Why the resume is no longer enough
- How the concept of leadership is evolving in the U.S.
- Key indicators of real potential beyond what is written
- How to assess seniority, soft skills, and leadership readiness
- The role of HR as a “talent architect” in today’s organizations

5:30–5:45 PM | Short Break

5:45 | Speaker 3 - Filiberto Calascibetta, Partner at Roedl USA

Monja Volpato, Associate Partner at Roedl USA

Expats – U.S. Tax Ramifications for Employer and Employee

Focus areas:

- How to determine US tax residency
- True and false about the 183-day rule
- Tax treaty – when and how to avoid double taxation

6:15 | Speaker 4 – Antonella Cerabona – Partner at Consea

Retention & Culture: Reducing Turnover and Increasing Engagement

Focus areas:

- Retention drivers: manager effectiveness, career paths, flexibility

- Performance management that motivates (not demoralizes)
- “Stay interviews” and listening systems that lead to action
- Practical playbook for the first 90 days post-hire

6:45–7:00 PM | Live Q&A with All Speakers (Moderated)

7:00–8:00 PM | Cocktail Reception & Networking

- Hosted networking with speakers and sponsors
- Opportunity for attendees to connect 1:1 with speakers

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