



# DOMESTIC & HOME CARE EUROPEAN FORUM

Conferences | Experience sharing | Networking

29<sup>th</sup> November 2022 - Paris

Where  
the industry's  
key players meet

Join us for the first show.

**EFISI**  
European Federation  
for Services to Individuals



salon  
des services  
à la personne  
et de l'emploi  
à domicile



# WHY THIS EVENT IS IMPORTANT AND WHY FRANCE IS THE VENUE?

Conferences | Experience sharing | Networking

## The global COVID-19 crisis highlighted:

- ➔ the **major role of the Domestic and Care Industry**,
- ➔ the **need for a pan-European vision and cooperation** in addition to the multiple national strategies and policies for family support.

## What is special about this event compared to conventional EFSI events?

- ➔ More business oriented
- ➔ More networking
- ➔ Provides a unique European perspective on PHS prospects

## Why France:

- ➔ Jointly organised with the **Salon des services à la personne**\*
- ➔ **France is one of the most advanced countries in Europe** for economic and political PHS initiatives , strategies and innovative technology

\* *Salon des services à la personne* = *Services to individuals trade-show*

# WHERE THE INDUSTRY'S KEY PLAYERS MEET

## WHO IS THIS FORUM FOR?

Conferences | Experience sharing | Networking

This forum is aimed at decision makers of:

- ➔ Providers of Personal and Household Services
- ➔ Domestic Work European professionals
- ➔ Business partners (IT, insurance, social voucher issuers, HR services...)
- ➔ Employers' organisations
- ➔ And any other (private - for profit and not for profit - or public organisations) European domestic and home care player aiming at benchmarking European initiatives or expanding their activities.



**80 expected participants**

# WHERE THE INDUSTRY'S KEY PLAYERS MEET

## WHY SHOULD YOU TAKE PART?

Conferences | Experience sharing | Networking

- ➔ You can **meet and interact with your European counterparts** and other decision makers
- ➔ You **can use your time efficiently** by getting key information and interpreting vague expressions of interest, in only one day
- ➔ You can **benchmark current policies** in the domestic and home care industry (*Belgium, France, Germany, Spain, Sweden...*)
- ➔ You can **share experience** on how to deal with the forthcoming challenges for Domestic and Home Services Professionals (*employment, sustainable financing, digital transformation...*)
- ➔ You can **expand your European network**, a precious asset for your development
- ➔ You can get **valuable feedback** from the players in the French domestic services' sector

# AGENDA & PARTICIPATION FEES

➔ THE EVENT TAKES PLACE  
ON 29<sup>TH</sup> NOVEMBER 2022,  
IN PARIS, AS PART OF THE FRENCH  
SALON DES SERVICES A LA PERSONNE\*

Conferences | Experience sharing | Networking

\* Salon des services à la personne - Services to individuals trade-show



## AGENDA

- ➔ Up to 11 am > Trade show visit, one-on-one meetings
- ➔ 11 am to 6 pm > **Domestic & Home Care European Forum:** *(provisional plan : page 7)*  
3 conferences & workshops, giving prospective overviews and benchmarking local practical experiments: what comes after Covid?, special considerations for North & South, focus on some countries' latest strategies, etc.
- ➔ 7 to 9,30 pm > **International networking walking diner**

## FEES FOR PARTICIPANTS

- ➔ **Forum and walking diner fees\*\***
- ✓ Package Forum + Networking walking diner =
  - ✓ € **300** excl. VAT
  - ✓ Early-bird before 31<sup>st</sup> of July : € **200** excl. VAT
- ✓ International networking walking diner = € **100** excl. VAT



**CONVENIENCE: FORUM/TRADE SHOW/NETWORKING  
COCKTAILS/ACCOMODATION – ALL IN THE SAME PLACE**

\*\* Payment terms: on order / in the event of cancelation (*deadline to be provided*) : the event will be organized 100% online and participants will get € 100 excl. VAT refunded  
Participants are responsible for all costs related to transport, accommodation and lunch / 3 hotels are located very close to the exhibition center: Mama Shelter, Novotel, Mercure

# SALON DES SERVICES A LA PERSONNE (First show 2007)

## IT'S ALL ABOUT THE PHS INDUSTRY

A key event | An annual meeting



### ⇒ Who is there ?

- ✓ Professionals, employees and individuals/families
- ✓ Exhibitors: leading public and private players, NPO's, national federations, Domestic & Home Care professionals, providers (IT, insurance, HR services..), employment national representatives ...

⇒ Jointly organised with **Silver Economy Expo, the B2B services and technology for seniors trade show**

⇒ A **hybrid format**, in Paris & online

⇒ Key figures :

- ✓ **226 exhibitors in 2021** (120 for Salon des Services à la Personne / 106 for Silver Economy Expo)
- ✓ **10,000 to 12,000 visitors on average**



# AGENDA

## SHARE INSIGHTS & EXPERIENCE

Conferences | Experience sharing | Networking

### ➔ **Workshop #1 – The Domestic and Home Care services of tomorrow (11:00 – 12:30)**

This first workshop will gather PHS professionals sharing their views on the opportunities and challenges for the sector as we look ahead on the next three years. They will address the role of private actors in delivering Domestic and Home Care in the future, as well as potential room for new business models (e.g., live-in care, franchising, digital labour platforms, etc.). The various speakers will also highlight the regulatory and political risks for the sector and the impact of the COVID-19 pandemic on the sector.

### ➔ **Workshop #2 - PHS Development opportunities in Europe: what can we expect in the years to come? (14:00 – 15:30)**

This conference will invite participants to discuss which EU countries offer the best development opportunities. As such, experts will share their opinion on latest policy developments and the opportunities they might bring – or not – for PHS professionals in certain countries such as Belgium, Germany, France, Spain, and Sweden. Speakers will be invited to discuss their experiences and confront them with similar past evolutions in other countries.

### ➔ **Workshop #3 – How to attract, professionalise and retain Domestic and Home Care workers? (16:30 – 18:00)**

Workforce and capacity constraints are a threat for growth in the Domestic and Home Care services. Therefore, participants to this workshop will share their position on what PHS providers can do differently to increase workers' retention and professionalisation. What role can digitalisation play? Furthermore, the Domestic and Home Care services workforce is diverse and relies heavily on migration. How can we ensure that the sector drives equity and inclusion, thus becoming a better workplace? This session will present a selection of three case studies to inspire new ideas and thinking and help PHS providers tackle these critical challenges.

### ➔ **International networking walking diner (19:00 – 21:30)**

# FOR FURTHER INFORMATION... CONTACT US!

Conferences | Experience sharing | Networking



Aurélie DECKER, Director

Email [Aurelie.Decker@efsi-europe.eu](mailto:Aurelie.Decker@efsi-europe.eu)

M +32 (0) 473 66 48 69

[www.efsi-europe.eu](http://www.efsi-europe.eu)



salon  
des services  
à la personne  
et de l'emploi  
à domicile

Sabrina LHOMME, Partner

Email [sabrina@enpersonne.com](mailto:sabrina@enpersonne.com)

M + 33 (0) 6 14 11 81 42

Alain BOSETTI, CEO

Email [alain@enpersonne.com](mailto:alain@enpersonne.com)

M + 33 (0) 6 08 60 51 30

[www.salon-services-personne.com](http://www.salon-services-personne.com)

