

# 2018 Education



June  
20

## **Lunch & Learn Webinar: Field Based Project Management**

*Presented by Kevin Dougherty*

Simple things such as better planning, leadership, material handling, negotiations, conflict resolution, accountability, communication, time management, documentation, and people skills can and will impact the job. Are you seeing people up for success? "Field Based Project Management is designed to get the field to understand the importance of the project management process, and provide them with the tools to improve and insure profitability goals are met. This program will touch on pre-planning, job coordination, dealing with the other job trades, the need for job site organization, job site negotiations, and many more real world topics.

June  
26

## **Killer Contract Clauses for Construction & Service**

*Presented by Daniel Fierstein & Matthew Gioffre*

The typical construction or service contract can contain thirty pages or more of fine print. Some contract terms in particular can severely impact your rights and, once enforced, can directly affect profitability. In the construction context, these contract clauses may impact payment rights, notice responsibilities, scope changes, and the right to recover for costs resulting from project delays. Cohen Seglias attorneys Matt Gioffre and Dan Fierstein will present a seminar explaining these Killer Contract Clauses, how courts will interpret and enforce them, and will provide best practice tips for managing a project to minimize the impact of these contractual provisions.

July  
17

## **Lunch & Learn Webinar: Thriving as a Contractor**

*Presented by Kevin Dougherty*

Is your business prepared for the changes facing the construction industry? Trends like shrinking margins and more complex jobs with less time to complete them can make just surviving an almost impossible challenge. This program will help you to establish goals and strategies to keep pace with the lightning-fast changes in the market, enabling you to not just survive, but also succeed.

Sept  
17-19

## **Level II Visual Inspection**

Visual inspection is a crucial non-destructive testing method which is too often overlooked. Visual inspection can often reveal obvious problem areas that will prevent costly errors and delays in production. This course is designed for current Level 2 certified individuals and retest them to meet the ANSI B31.1 3 year certification requirement.

# 2018 Education



Sept  
26 &  
Oct 3

## **Growing & Developing Supervisors: 2-Day Course**

*Presented by Kevin Dougherty*

We tend to promote our best worker to supervisor. Although this may seem like a good idea, many times it backfires. This intensive 2 day training program designed specifically for improving the performance of any manager or supervisor. This program addresses proven training methods in: leadership, coaching, planning, time management, communication, motivational techniques and many more skills which will give the attending supervisor the edge and confidence to deal with today's challenges. This program is not a lecture; it is hands on program utilizing real world exercises and video recorded role plays that all attendees will utilize.

Nov  
7

## **Transition from Field Tech to Office Professional**

*Presented by Woody Woodall*

This class will focus of the transition from the field to the office for service techs. It will review the duties of all the office positions and the skills it will take to be successful. Attendees will utilize lecture, small group discussion, roll plays and real-life situations to help the participants understand the challenges that most service groups have. This will be a full day of service focus and understanding what it takes to be successful in the service environment.

Nov  
15

## **Knowledge Transfer and the Emerging Generations & Succession Planning and the Emerging Generations**

*Presented by Bob Wendover*

The coming decade will see the greatest out- migration of talent American commerce has ever seen. So how do you capture and transfer this knowledge to the emerging generations? Learn strategies for gathering and organizing the knowledge possessed by your veteran contributors. Discover simple and cost-effective ways to deliver these insights to media-dependent young workers. Learn what leading organizations are doing to foster knowledge transfer successfully within their firms.

As Baby Boomers begin their march to retirement, they are being replaced by a cohort of people having a radically different take on leadership. Succession Planning and the Emerging Generations is a unique program focused on how your organization can ensure tomorrow's success by integrating the aspirations of young professionals with the wisdom of veteran managers.