

LEAD ABC

Executive Leadership Program

LEVERAGING EXPERIENCE & RELATIONSHIPS FOR A BETTER TOMORROW

An immersive executive leadership program that will take current and future executives to the next level as they build their career in the construction industry. Successful applicants are committed to personal and professional development as well as the merit shop philosophy and contributing to the industry at large. Learn from industry experts and leadership professionals while building connections with colleagues across the industry in this nine month intensive educational experience.

PROGRAM SCHEDULE

****Dates are subject to changes****

SEPTEMBER 28

Kick Off! Leadership & Self Exploration

ABC Leadership
Columbia, MO

OCTOBER 27-28

Franklin Covey: How to Manage People

Michele Roberts-Bauer, ABC Heart of America
St. Louis, MO

NOVEMBER 17

Company Culture & Strategic Planning

Randy Goruk, Leaders Edge 360
Kansas City, MO

DECEMBER 15

Business Succession Planning

ABC Leadership
Kansas City, MO

JANUARY 19

Construction Contracts

Steve Ruprecht, Brown & Ruprecht
Columbia, MO

FEBRUARY 15

Bonding, Risk Management & Safety

Thomas McGee Insurance Group
Kansas City, MO

MARCH 16

Marketing, Networking & Social Media

John Lovell, Lovell Sagebrush Insurance Group
Columbia, MO

APRIL 20

Labor Law

Denise Delcore, Polsinelli
Kansas City, MO

MAY 25

Financial Management & Graduation @ Top Golf

MarksNelson CPA
Kansas City, MO

ELIGIBILITY

Candidates must meet the following requirements to be eligible:

- Applicants must be in a current management role and looking to step to the next level of their career within their company
 - Must be an employee of an ABC Heart of America member in good standing
- **NOTE: While the program is open to all chapter members, 80% of the class registration slots are reserved for Contractor Members****
- Individuals may be nominated by their company OR apply on their own

Class size is limited. ABC Heart of America reserves the right to limit the number of participants per member firm per class cycle.

PROGRAM COST

\$1950*

**must be paid in full before the start of the program*

TO APPLY

Please return all completed application forms to ABC Heart of America's Kansas City Training Facility by August 20, 2021.

All applications will be reviewed and evaluated by a committee of past ABC Heart of America Chapter board members. Applicants will be notified of acceptance status by September 3, 2021. Full payment must be received by September 15.

For questions, please contact ABC Training Manager, Aubry Redding.

ADDRESS

Kansas City Training Facility
4035 Denton Road
Kansas City, MO 64133



CONTACT

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aubry@abcksmo.org
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SEPTEMBER 28 – KICK OFF! LEADERSHIP & SELF EXPLORATION – COLUMBIA, MO

To kick off LEAD ABC, participants will complete a DiSC profile analysis to learn more about their professional personalities and how to best work with a variety of other personality types. These discoveries will then be discussed with previous executives in a roundtable format. Along with this information, participants will learn more about the ABC story and hear some valuable lessons learned. This session will lay the foundation for what's to come in the rest of the program.

OCTOBER 27-28 – FRANKLIN COVEY: HOW TO MANAGE PEOPLE – ST LOUIS, MO

Based on The 7 Habits of Highly Effective People by Dr. Stephen R Covey, this course will empower you to effectively manage and engage your team to achieve sustainable results. The application-oriented program focuses on the fundamentals of great leadership and applies new mindsets, skills, and tools towards becoming a leader who can consistently deliver results

NOVEMBER 17 – COMPANY CULTURE & STRATEGIC PLANNING – KANSAS CITY, MO

The culture of an organization is determined by the core values, behavioral expectations and actions of a company's leadership. Participants will identify key elements required to create reinforcement patterns within the company culture, allowing all employees to positively affect the bottom line. Participants will learn how to develop and foster a company culture that encourages employees to do their best every day.

DECEMBER 15 – SUCCESSION PLANNING – KANSAS CITY, MO

To create a succession plan, leaders need a thoughtful and consistent strategy for recognizing and developing talent to ensure that leadership continuity exists for all key positions. When leaders have a good succession plan, they can ensure that they have the right people in place to achieve the results that they want, even if key people leave.

JANUARY 19 – CONSTRUCTION CONTRACTS – COLUMBIA, MO

Understanding construction law and the contracts involved in everyday business is an imperative skill for emerging leaders. Participants will cover the basics of construction law, contract documents and contract modifications. Common legal issues encountered by construction companies will be identified and solutions and strategies will be discussed.

FEBRUARY 15 – BONDING, RISK MANAGEMENT & SAFETY – KANSAS CITY, MO

Leaders need to have a comprehensive understanding of bonding. Participants will review construction surety bonds, including bid, performance and payment bonds. The discussion will offer insight on what is needed to secure surety credit along with contractor characteristics and relationships that lead to the most favorable credit. Participants will cover the importance of safety and risk management from a business operations perspective.

MARCH 16 – MARKETING, BRANDING, & NETWORKING – COLUMBIA, MO

Understand the differences between branding and marketing and how they work together to drive customer engagement and, ultimately, sales. This section will explore where your brand comes from and the steps to create a marketing plan designed to generate new business and strengthen relationships with existing customers. It will also discuss the power of your culture in leveraging employee influence to advocate for your company, and promote your brand.

APRIL 20 – LABOR LAW – KANSAS CITY, MO

Leaders must know the proper response when an employee asks questions. Participants will review the critical legal "dos" and "don'ts" to these questions. Participants will review key information on this topic and how it relates to working in a merit shop environment.

MAY 25 – FINANCIAL MANAGEMENT SESSION & GRADUATION @ TOP GOLF – KANSAS CITY, MO

In this final session, participants will explore financial management practices. Budgeting and strong financial management are a part of business. Participants will learn to set up strong internal financial controls along with reviewing how to read, understand and make decisions based on balance sheets and financial statements (and the difference between the two). Final thoughts, questions and goals will be examined. Celebration will follow. Lunch & Top Golf admission will be included.

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Please fill out the below information and return to ABC Heart of America by 08/20/2021.

PERSONAL INFORMATION

Applicant Name: _____

Current Job Title: _____

Company: _____

Mailing Address: _____

Office Phone: _____

Mobile Phone: _____

E-Mail: _____

Total number of years in current position: _____

Total number of years in the construction industry: _____

Supervisor's name & title: _____

Briefly describe your current responsibilities and job duties at your company:

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Please fill out the below information and return to ABC Heart of America by 08/20/2021.

Why should you be selected for this program?

How will you manage your current responsibilities and LEAD ABC meetings, programs and required homework?

What leadership qualities and professional skills do you hope to improve or gain from this program?

*If you require more space to complete your application, additional pages may be included. If you wish to submit a resume with your application, please send a copy along with your completed application to aubry@abcksmo.org.

Please sign below to confirm your understanding that absences from course offerings may lead to removal from the program.

Signature _____ Date _____

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