

# 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 intensive educational experience.

## 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 March 8, 2024.

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 March 19, 2024. Full payment must be received by March 27.

For questions, please contact ABC Programs Director, Aubry Cottrell.

## ADDRESS

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



## CONTACT

816.994.5990  
aubry@abcksmo.org  
www.abcksmo.org

## PROGRAM SCHEDULE

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

### MARCH 27 & 28

DAY 1

**Kick Off! Leadership & Self Exploration**

ABC Leadership

DAY 2

**Labor Law & Advocacy**

Polsinelli and ABC Heart of America

**Q1**

**COLUMBIA, MO**

### JUNE 18 & 19

DAY 1

**Franklin Covey: How to Manage People**

Michele Roberts-Bauer, ABC Heart of America

DAY 2

**Franklin Covey: How to Manage People**

Michele Roberts-Bauer, ABC Heart of America

**Q2**

**ST LOUIS, MO**

### SEPTEMBER 17 & 18

DAY 1

**Construction Contracts**

Brown & Ruprecht

DAY 2

**Marketing, Branding, & Networking**

Emery Sapp & Sons

**Q3**

**COLUMBIA, MO**

### DECEMBER 10 & 11

DAY 1

**Bonding, Risk Management, & Safety**

IMA Financial Corp

DAY 2

**Financial Management & Graduation**

MarksNelson

**Q4**

**KANSAS CITY, MO**

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### LEVERAGING EXPERIENCE & RELATIONSHIPS FOR A BETTER TOMORROW

#### **KICK OFF! LEADERSHIP & SELF EXPLORATION**

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 in a roundtable format. Along with this information, participants will learn more about the ABC story and hear some valuable lessons learned from leadership. This session will lay the foundation for what's to come in the rest of the program.

#### **LABOR LAW & ADVOCACY**

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.

#### **FRANKLIN COVEY: HOW TO MANAGE PEOPLE**

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 toward becoming a leader who can consistently deliver results

#### **CONSTRUCTION CONTRACTS & SUCCESSION PLANNING**

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. 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.

#### **BONDING, RISK MANAGEMENT & SAFETY**

Leaders need to have a comprehensive understanding of bonding. Participants will review construction surety bonds, including bid, performance, and payment bonds. The discussion will cover 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.

#### **MARKETING, BRANDING, & NETWORKING**

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 employees' influence to advocate for your company and promote your brand.

#### **FINANCIAL MANAGEMENT & GRADUATION CELEBRATION**

Budgeting and strong financial management are a part of the 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). Guidelines and advice on how to develop a strong working relationship with financial institutions will be examined. In this final session, the day will be concluded with a happy hour celebration. Location TBD.

#### **ADDRESS**

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Please fill out the below information and return to ABC Heart of America by 03/01/2024.

### 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 03/01/2024.

Why should you be selected for this program?

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

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

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\*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](mailto: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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