



## **Tuesday, January 8, 2013**

12:00 pm - 1:00 pm

1:00 pm - 1:30 pm

1:30 pm - 5:30 pm

5:30 pm - 6:45 pm

## **Wednesday, January 9, 2013**

6:30 am - 7:30 am

7:30 am

7:30 am - 9:30 am

### **Registration**

### **Welcome and Course Overview**

### **Excellence in Safety**

Presented by Rick Marshall, Richard Goettle, Inc.

Safety does affect your profit margins and opportunities for new jobs and projects. Learn to identify and deal with potential safety risks on the job – Internal and external. Basic Mobile Crane Safety will be reviewed as well as how to create a Job Safety Analysis. Up to date OSHA requirements and proper equipment operation pertinent to drilled foundation projects will be presented. Learn how to conduct an onsite OSHA inspection.

### **Welcome Reception (Dinner on Own)**

### **Breakfast**

### **Interact with and learn from our industry experts**

Learn how to “Master” your project and risks associated with the contract. The first four sessions today will be presented by the team of John Roe, Malcolm Drilling, Inc.; Rick Kalson, Babst, Calland, Clements and Zomnir, P.C.; Ray Fassett, Condon-Johnson & Associates, Inc.; and Dan Uranowski, Brayman Construction Corporation

### **Understanding Contracts**

Learn about your obligations and how to protect your rights. Important contract clauses will

9:30 am - 9:45 am

9:45 am - 10:45 am

10:45 am - 11:30 am

11:30 am - 12:30 pm

12:30 pm - 2:45 pm

2:45 pm - 3:00 pm

3:00 pm - 5:00 pm

5:45 pm - 7:00 pm

## **Thursday, January 10, 2013**

6:30 am - 7:30 am

7:30 am - 10:00 am

be highlighted and the presenter's real world experiences will be discussed to provide a thorough understanding of common areas of contention and dispute including, anticipated scope of work and schedule, changes in the work, notice requirements, delay clauses, differing site conditions, payment clauses, and more.

### **Break**

### **Insurance and Bonds... Knowing your Lien Rights**

Useful information related to insurance and bonding requirements and how they affect your project, including knowing your construction liens rights and more, will be discussed.

### **Project Specifications and Guidelines**

Review the project specifications and how they fit in the contract. Learn about the technical requirements of the specifications and differences between prescriptive and performance specifications.

### **Lunch**

### **Production, Extra Work, and Cost Reporting Techniques**

Learn how to properly track and report field productivity and how to identify and document changes in the work and extra work. Understand the impact of the extra work – It's not "just" lengthening the pile. Learn how to identify, document, and develop the true cost of the extra work, and get paid in a timely manner. Learn to effectively create schedules and manage changes.

### **Break**

### **An Entire Project Built on Quality**

What does it mean, and how does it impact your bottom line. Learn how to prepare project QA/QC plans and reports and the Importance of documentation, record keeping and reporting.

### **Dinner**

### **Breakfast**

### **Habits of Highly Effective Field Managers**

*Presented by Jim Thornton, Results Unlimited, Inc.; Lance Kitchens, Russo Corporation*

Taking initiative to conquer a task is a vital step to success. Reacting with positive thoughts, choosing to act rather than be acted upon, and making and keeping

10:00 am - 10:15 am

10:15 am - 12:00 pm

12:15 pm - 1:15 pm

1:15 pm - 5:30 pm

## **Friday, January 11, 2013**

6:30 am - 7:30 am

7:30 am - 9:30 am

9:30 am - 9:45 am

9:45 am - 10:45 am

10:45 am - 12:00 pm

commitments will help you develop a habit of being proactive. This segment will cover management development on communications, motivation, teamwork, training/developing your crew, giving positive and accurate feedback to your team, and Field Management challenges and opportunities.

### **Break**

### **Habits of Highly Effective Field Managers (Continued)**

### **Lunch**

### **Habits of Highly Effective Field Managers (Continued)**

### **Dinner On Own**

### **Breakfast**

### **Field Management Opportunities and Obstacles**

*Presented by Jim Thornton, Results Unlimited, Inc. and Lance Kitchens, Russo Corporation*

What are the major obstacles to producing a job profit and how can the field manager change these to opportunities for improvement. Identify how upper management keeps score, and how small changes in managing the work can have a big impact on the bottom line.

### **Break**

### **Field Management Opportunities and Obstacles (Continued)**

### **Wrap Up**