

# MCAM Fall Education Week

Your Local Trade Association  
meeting your Educational needs.



## OCTOBER 22-26, 2018

**MCAM BOARDROOM & LEARNING CENTER**  
**320-830 King Edward Street, Winnipeg**

### What is MCAM Education Week?

MCAM Education Week is a new MCAM initiative available to support the growth of our member companies. MCAM will be hosting semi-annual Education weeks in March and October each year. Each day of Education week is focused on a separate target group within your company. Speakers are international and local Industry experts. The course selection is developed by the MCAM Education Committee - leading industry professionals.

- **Quality, International & Local Speakers**
- **Current and Trending Industry issues**
- **A class for Everyone; Owners, Senior Management, Estimators, Project Managers, Foreman, Service Technicians and Board of Directors**
- **Tour of Red River Skilled Trades and Technology Center and Networking with your Industry Colleagues**



**204-774-2404**

**YASMINE - REGISTRATION ASSISTANCE  
OR  
RAMONA - ADDITIONAL COURSE INFORMATION**

# SPEAKERS

## JIM BAIN



**Jim** has over 30 years of experience in **getting things done**. He has been a principal in a large independent insurance firm, a senior executive in a trade association and a construction company, as well as owning a retail business and his current consulting firm. In addition to serving as the Executive Director for three not-for-profit groups, Jim has served on the national faculty for the Associated General Contractors of America and the Mechanical Contractors Association of America. He has been a featured speaker at the AGC/A national convention as well as the Construction Financial Management Association national convention. Described by his audiences as a cross between Mike Ditka and Jonny Carson, Jim entertains, amuses, and delivers hard hitting lessons. Jim has a degree in Economics from Duke University and a Masters of Business Administration from University of Puget Sound.

## CHRISTINE PAQUETTE

**Christine**, President of Bridge Dynamics, is a dynamic, engaging certified session facilitator who designs and delivers focused sessions for organizations across varied sectors. Christine also works as a transformation coach with owners, management and staff. After graduating from The University of Western Ontario, she has invested her 25 years of professional experience working with individuals, groups and companies in public, private, commercial construction, health care, environmental and not-for-profit sectors. Throughout her experience, Christine has recognized the most dynamic and successful leaders and professionals have achieved a synergistic blend of both their inner and outer presence. Achieving this synergy is what truly makes people magnificent in both their professional and personal lives.



## KATHRYN GRAHAM



**Kathryn** has over 15 years experience in management and consulting roles. Since joining MNP in 1999, Kathryn has designed and delivered consulting and facilitation services related to strategic and business planning, feasibility studies and business case development, stakeholder consultation, program evaluation and operational effectiveness. Her clients have included commercial businesses in a wide range of industries, public sector, First Nations and Not-for-Profit organizations. She is a skilled facilitator who is able to effectively work with individuals and groups from varying backgrounds. Prior to joining MNP, Kathryn spent 10 years with the Workers Compensation Board of Manitoba in positions of progressive responsibility providing policy and decision support to the Board of Directors.

## KEVIN CARTHY

**Kevin** is founder of CanadaBTC.ca & area developer for WinnipegBTC.com., creator of CRYPTO Nutz.com & the NUTZ coin. He first gave the intriguing (but then worthless) tech “Bitcoin” a try in late 2009, 2010. He downloaded a digital wallet and the entire Bitcoin BlockChain and started “Bitcoin Mining”. He quickly fell into miner heaven as his shiny new laptop mined for him 24/7 without complaint. His mining experience was cut short when he realized mining was literally cooking his laptop with the amount of heat being produced. He didn’t have that many Bitcoins and you couldn’t do anything with them, so he deleted his digital wallet. A few years passed (2013) and his previous business partner asked if he had heard about Bitcoin.....1 Bitcoin was now worth \$300! Today, Bitcoin is worth almost \$10,485.00 CAD on [Quadrigacx.com!](http://Quadrigacx.com) Since then Kevin has never stopped looking at Bitcoin and Crypto Currency and has an ongoing case of “Crypto Fever”!



## KATHY DAVIS



**Kathy** works in Red River College’s Mechanical Engineering Technology (MET) program and has a background in technical writing, technical editing, course development and teaching. She teaches technical communication and facilitates MET’s co-operative education program. She has also taught courses for continuing education, distance education and industry. Kathy has a broad range of experience in producing technical documentation for gas turbine engines, telecommunications, hardware, software, military equipment, HVAC, electronic and industrial instrumentation, CSA applications, ISO 9000, and marketing and sales.

Kathy was a senior member of the local chapter of the Society for Technical Communication (STC), does freelance work, and is currently working on her money pit in Wolseley.

## MICHAEL POGORZELEC

**Michael Pogorzelec**, MSc, studied microbiology and pharmacology and therapeutics at the University of Manitoba. His graduate thesis included analyzing the impact of a variety of chemical compounds on the blood brain barrier to increase drug delivery to the brain. He proceeded to work in the health insurance industry, and eventually moved to the Workers Compensation Board of Manitoba. Here, he worked in short-term claims, providing benefits to injured workers. He is currently a Prevention Consultant at SAFE Work Manitoba, the provincial public agency dedicated to the prevention of workplace injury and illness.



# SCHEDULE of EVENTS

## Monday, OCTOBER 22 - PRINCIPLES, MANAGEMENT & ESTIMATORS

### MORNING SESSION by JIM BAIN (7:30am Registration Opens)

**8:00am - 12:00 - Old Enemies – New Partners: Managing Your General Contractor** – The relationships between General Contractors and Trade Contractors are occasionally good, sometimes average, and many times poor. This course gives sub-contractors the information they need to negotiate a stronger contract, tighten up the scope and schedule, maintain effective documentation, and **get paid** more quickly. Claims and communication round out the program material.

12:00 - 1:00 - Lunch



### AFTERNOON SESSION by JIM BAIN (12:30 Registration Opens)

**1:00 pm - 5:00pm, Money, Money, Money: Principles of Construction Finance** – Managing your business without financial forecasting is like driving your car by looking in the rear view mirror! Learn the fundamentals of finance in the construction business. In addition to Forecasting, topics will include Profit and Loss Statements, Balance Sheets, Cash Flow, Work-in-Process Schedules, Over and Under Billings, Tax consequences, and more. You can improve your bonding capacity, your banking relationship, and the value of your firm by learning more about what your financial statement says about your firm.

## Tuesday, OCTOBER 23 - PROJECT MANAGERS, SUPERVISORS & FOREMEN

### MORNING SESSION by JIM BAIN (7:30am Registration Opens)

**8:00am - 12:00, Double Your Bottom Line! - Improving Construction Productivity** – Every expert in construction productivity agrees, we have A LOT of room for improvement. But how? After an introduction to the concept of continuous productivity improvement, we will examine tools and techniques to deliver real results on your job sites. Learn how to recover 24 minutes each day and double your bottom line profit. Sections on equipment management, planning and scheduling, managing sub-contractors, and the use of measurements and technology are certain to teach you and your staff how to save valuable time and money.

12:00 - 1:00 - Lunch



### AFTERNOON SESSION by JIM BAIN (12:30 Registration Opens)

**1:00 pm - 5:00pm, "I Don't Have Time" Is A Lie!** – Time management is *self* management! You simply cannot manage others if you cannot manage yourself and your time. Factors such as accelerating change, information overload and the need to balance personal and working habits have put the squeeze on people to get much more from their working day. Techniques for setting goals, objectives, and priorities, finding out where your time goes, killing your "time demons," delegating, and making time to play are covered in this session. If you think you don't have time to attend this course, you'd better be there!

## Wednesday, OCTOBER 24 - SERVICE TECHNICIANS & FRONT LINE STAFF

### MORNING SESSION by CHRISTINE PAQUETTE (8:30am Registration Opens)

**9:00am - 12:00, PRESENCE: The "YOU" Who Enters the Room** - This custom Presence Session offers an integrated approach where individuals learn how specific elements of presence are key to their roles and relationship with customers, owners and each other. The session includes exercises, theory and self-reflection in the areas of outer presence (behaviour, actions, appearance) and inner presence (mindset, strengths, intention, accountability). The details will be custom designed to meet MCAM member organizations' specific expectations where growth and development are needed for their staff.

12:00 - 1:00 - Lunch



### AFTERNOON SESSION by Kathy Davis (12:30 Registration Opens)

**1:00 pm - 4:30pm, Improving Service Documentation** – Lost Time? Inaccurate Billings? Wrong Parts or unhappy customers due to missed commas, improper terminology or misinformation? Attendees will review the importance of how effective and accurate communication impacts productivity and customer satisfaction.

## Thursday, OCTOBER 25 - INNOVATION DAY - OPEN AUDIENCE

### Full Day Itinerary (9:30 Registration Opens)

**10:00am - 12:00pm, Impairment (Cannabis) and Workplace Safety by SAFE WORK Manitoba** - Participants will learn about the impact impairment can have on workplace safety. This presentation will provide employers with information on how to recognize and respond to impairment in the workplace in light of the legalization of recreational cannabis.

**12:00pm - 1:30pm, Lunch Time Presentation by KEVIN CARTHY - Bitcoin, Blockchain and Smart Contract Technology** - Participants will have the opportunity to understand and discuss the basics of this emerging technology and its advancements within the construction industry.

**2:00pm - 4:30pm, Tour of red River College, Skilled Trades and Technology Center. Followed by Happy Hour and E-Commerce Presentation by Wolseley Mechanical.**



## Friday, OCTOBER 26 - MCAM GOVERNANCE DAY - MCAM BOARD VOLUNTEERS

### MORNING SESSION by KATHRYN GRAHAM (8:00am Registration Opens)

**8:30am - 12:30 - Roles and Responsibilities** - Boards of Directors face increasing complexity and expectations for performance and transparency from members and stakeholders. Board members themselves can find the experience of serving on a Board frustrating and wonder if their time is truly well spent. This session will cover the basics of good governance, including the roles and responsibilities of the Board, how to create a powerful team and avoid common pitfalls so that your Board experience will help make the difference you first imagined. **Networking Lunch to follow workshop.**



**B. A. Robinson Co. Ltd.**

# REGISTRATION & FEES

... SPACE IS LIMITED!!  
COMPANY REGISTRATION WILL BE LIMITED  
TO 4 ATTENDEES PER SESSION

**COMPANY REGISTRATION**  
Register one employee for each Session  
(No substitutions)

Fees cover all course  
materials, meals and  
nutrition breaks

<b>MCAM MEMBER FEE</b>	<b>\$1,450</b>
<b>MCAM FUTURE MEMBER FEE</b>	<b>\$1,650</b>

*Reserve a company spot for each session - pay a reduced fee  
Or  
Register for individual sessions and multiple employees  
The options are limitless, however spaces are not!*

**INDIVIDUAL REGISTRATION**  
(No substitutions for Monday or  
Tuesday Full Day)

**MCAM MEMBER**      **MCAM FUTURE MEMBER**

<b>Monday or Tuesday - HALF DAY</b>	<b>\$350</b>	<b>\$400</b>
<b>Monday or Tuesday - FULL DAY</b>	<b>\$650</b>	<b>\$750</b>
<b>Wednesday - HALF DAY AM/PM</b>	<b>\$150/\$50</b>	<b>\$200/\$75</b>
<b>Wednesday - FULL DAY</b>	<b>\$175</b>	<b>\$225</b>
<b>Thursday</b>	<b>\$50</b>	<b>\$75</b>

## Who Should Attend?

Monday - Principles, Management & Estimators  
Tuesday - Project Managers, Supervisors & Foremen  
Wednesday - Service Technicians & Front Line Staff  
Thursday - Innovation Day - Open to all  
Friday - Governance Day - MCAM Board of Directors and  
Committee Members

**CONTACT YASMINE**  
**yasmine@mcamb.ca**  
or  
**(204)774-2404**

**COMPANY NAME:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_ **CONTACT NAME:** \_\_\_\_\_

ATTENDEE NAME & POSITION	SESSION (INCLUDE DAY & AM OR PM)	FEE
<b>IF YOU ARE REGISTERING FOR THE COMPANY OPTION ENTER COMPANY FEE AS THE SUB-TOTAL AMOUNT</b>		<b>SUB-TOTAL</b>
<input type="checkbox"/> <b>SEND INVOICE</b>	<input type="checkbox"/> <b>CREDIT CARD</b>	<b>ADD GST 5%</b>
<b>CREDIT CARD NUMBER:</b>	<b>EXPIRY:</b>	<b>TOTAL</b>



**EMAIL REGISTRATION TO: yasmine@mcamb.ca or call (204)774-2404**