

MCAM Spring Education Week

Your Local Trade Association
meeting your Educational needs.



MARCH 18 - 22, 2019

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

MCAM Education Week.....

- Course Schedule developed by MCAM Education Committee - Leading Industry Professionals
- Quality, International & Local Speakers
- Current and Trending Industry issues
- Semi-Annual Week-long event
- Industry Tour
- Networking opportunities
- Register for a half day, the entire week or anything in between
- A class for Everyone; Owners, Senior Management, Estimators, Project Managers, Foreman, Service Technicians, Administrators and Board of Directors

**THANK YOU to our
Sponsors**

INDUSTRY TOUR & HAPPY HOUR



LUNCH SPONSORS



Gallagher



WEALTH
MANAGEMENT

Pitblado^{LAW}

204-774-2404

YASMINE - REGISTRATION ASSISTANCE

OR

RAMONA - ADDITIONAL COURSE INFORMATION

SPEAKERS

KEVIN DOUGHERTY



Kevin, with 27 years of experience speaking with the construction Industry, represents a changing industry - aggressive, realistic, and open-minded. Kevin's work and education experience enables him to relate to today's problems and provides tangible solutions in an easy-to-listen style. His client base ranges from family-owned businesses to corporate conglomerates. In addition to speaking and writing articles, Kevin has served as sales manager, project manager, operations manager, and corporate trainer for a multimillion-dollar mechanical contractor and specialty services contractor. Kevin has also been a frequent speaker for various SMACNA, CEC, MCAA, MSCA, NECA, SMWIA, U.A. PHCC, ISA SBA, and other trade associations. Kevin's humorous and energetic speaking style has made him a convention favorite. He has spoken to such groups as Benjamin Moore & Co., 3M, Johnson Controls, W.R. Grace, Ferguson Enterprises, Morton International, Manville/Schuler, and Hagemeyer Electrical Australia. Kevin's ability to entertain audiences and hold their interest while getting his message across consistently makes him one of the industries top speaking and training talents.

CHRISTINE PAQUETTE

Christine, Owner of Bridge Dynamics, is a dynamic, engaging certified session facilitator who designs and delivers focused sessions for organizations across varied sectors. Christine works with owners, management and staff in the area of organization and people development through custom designed programs. 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.

DON BORESKY

Don is a Senior Account Executive with IMAGINiT Technologies, a supplier of BIM related software and services to the AEC Industry. Don has been assisting firms in the Manitoba market on their BIM journey for over a decade. As a provider of BIM design solutions from Autodesk, facilities management solutions for owners from ARCHIBUS, and reality capture scanning solutions from Leica Geosystems, IMAGINiT brings a broad view of the industry and how contractors are being influenced by other project stakeholders and owners. Industry Locals from PCL, Wescan and Eastside Ventilation will provide feedback on their experience utilizing BIM within the local Manitoba Market.



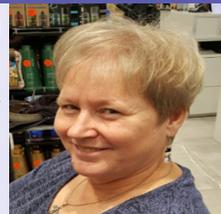
KATHY DAVIS



Kathy works for the Red River College, 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,

SYLVIA de VLAMING

Sylvia is an Educator with the Red River College's Business Administration program. Prior to her 20 year history with Red River, she enjoyed consulting for businesses with networking and customs software. Sylvia has a Bachelor Degrees in Data Analysis and Business Administration, a Master of Arts in Education Degree and has completed the Certified Network Administer and Engineer programs. Sylvia enjoys teaching Microsoft Office and looks forward to a long career in the field.



SCHEDULE of EVENTS

Monday, MARCH 18 - PROJECT MANAGERS, SUPERINTENDENTS, PROJECT COORDINATORS & FOREMEN

MORNING SESSION by KEVIN DOUGHERTY - (8:00 am Registration Opens)

8:30am - 12:30pm - *Project Communication - Understanding the Importance of Improving Communication with Your Project Stakeholders to drive profitability* - A program designed to improve project profitability - designed to help the mechanical contractor and their production teams take charge of projects and determine the most profitable way to proceed. Attendees will understand the importance of establishing communication protocols, along with documentation needs and standards. As well as cover the importance of knowing what you own and how it will/can impact the job. We will take a unique look at how improving communication and team work between design, estimating, project management, and production improves profitability. This is a "hands" on program which will get the juices flowing and is applicable to anyone who is involved and has an impact of the projects profitability.

12:30 - 1:30 - Lunch

AFTERNOON SESSION by KEVIN DOUGHERTY - (1:00 Registration Opens)

1:30pm - 5:00pm - *How to be an Effective Manager* - This session covers proven conflict resolution techniques, communication skills, productivity enhancement, motivational tactics, time management ideas and many more skills that a manager needs in order to thrive today. Designed to help anyone who deals with people; from the new project engineer to the experienced veteran to office managers, all attendees will come away with tools that will make an immediate impact on job performance.

Tuesday, MARCH 19 - SERVICE CONTRACTORS

MORNING SESSION by KEVIN DOUGHERTY (8:00am Registration Opens)

8:30am - 12:30pm - *Thriving as a Service Contractor - Strategic Planning, Best Practices and Deadly Sins to Avoid* - Is your service business prepared for the changes facing your industry? Trends like shrinking margins and more complex jobs with less time to complete them 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. This program will cover the critical Service Contractor issues; profitability, increasing market share, and building the perfect team.

12:30 - 1:30 - Lunch

AFTERNOON SESSION by KEVIN DOUGHERTY (12:30 Registration Opens)

1:30 pm - 5:00pm - *The Importance of Selling Maintenance* - This dynamic program will focus on growing maintenance sales. Maintenance growth is critical to success in the mechanical service industry. We will challenge conventional thinking and provide value to even the most seasoned sales professional. This program is in-depth, concentrated, and targeted for the mechanical service market.

Wednesday, MARCH 20 - INNOVATION DAY

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

9:00am - 12:00, *Organizational Health and Culture for Greater Results* - We have heard the expression "it takes a village". Every organization is made of a diverse group of individuals (from the front line staff to the owner / President) who all contribute to the organization's well-being, culture and the bottom line. This custom interactive session is designed to engage individuals at all levels of the organization. Through an integrated approach, participants will take an in-depth look at behaviours and characteristics of individuals within the organization and their impact on each other, their customers and the bottom line. At the end of the session, participants will have a clear plan to create an atmosphere of well-being within the organization for greater productivity and overall improved results. The session includes exercises, group discussion, theory and self-reflection in the areas of leadership style and how each person impacts the culture and contributes to greater results for the company. The details will be custom designed to meet MCAM member organizations' specific expectations where growth and development are needed for their organization.

12:00 - 1:00 - Lunch

AFTERNOON SESSION by DON BORESKY (12:30 Registration Opens) - Location True North Square 242 Hargrave 4th Floor Conference Room

1:30pm - 4:30pm - *Building Information Modeling (BIM)* - The adoption of Building Information Modeling (BIM) is continuing to grow and is impacting contractors. Don will provide an introduction to BIM and the value it is providing to the industry, how it is specifically impacting Contractors, and challenges that the industry is still working on.

Including Industry tour of True North Square and Happy Hour located at Rudy's Eat & Drink

Thursday, MARCH 21 - SERVICE TECHNICIANS AND ADMINISTRATORS

MORNING SESSION by Sylvia de Vleming (7:30am Registration Opens)

8:00am - 11:00, *Advanced Microsoft Outlook* - Increase your productivity by utilizing advanced level aspects of Microsoft Outlook. Manage your emails rather than them managing you! Find time, connect with colleges and personalize your organization methods through Calendars. Efficiently manage your contact lists and tasks. Learn to customize emails messages, signatures and stationary to better represent you and your employer. Rather than multiple notebooks and scribbles on paper agendas, create a OneNote Notebook, sync it to the cloud, convert hand writing to text and record a meeting.

11:00 - 12:30 - Lunch

AFTERNOON SESSION by KATHY DAVIS (12:00 Registration Opens)

12:30 pm - 4:00pm, *Improving Service Documentation - Part 2* - Back by popular demand!!! Improving service documentation will address critical issues with your front line staff. 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.

Friday, MARCH 22 - MCAM GOVERNANCE DAY - MCAM BOARD & COMMITTEE VOLUNTEERS

MORNING SESSION by KATHRYN GRAHAM (8:30am Registration Opens)

9:00 - 12:00, *Financial and Risk Management Stewardship* - A critical stewardship responsibility of the Board is ensuring the integrity of the organization's financial reporting and risk management. The Board also has an important role in ensuring resources are allocated effectively to achieve the desired results. This workshop will cover the respective roles and responsibilities of the Board and management specific to finances, from budgets through reporting, and risk management.

Networking Lunch to follow workshop.

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

MCAM MEMBER FEE	\$1,450
MCAM FUTURE MEMBER FEE	\$1,770

*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**

Monday or Tuesday - HALF DAY	\$350	\$400
Monday or Tuesday - FULL DAY	\$650	\$750
Wednesday - HALF DAY AM/PM	\$150/\$60	\$200/\$75
Wednesday - FULL DAY	\$175	\$250
Thursday - HALF DAY/FULL DAY	\$50/\$90	\$75/\$120

WHO SHOULD ATTEND?

Monday - Project Managers, Foremen, Project Coordinators, Superintendents, Supervisors, Estimators, Designers, Detailers, Business Development Officers - The entire project team
Tuesday - Service Contractors
Wednesday - Innovation Day - Open to all who contribute to the culture and sustainability of your organization; from frontline staff to Principals. Do not miss this day! Transformational!
Thursday - Service Technician and Office Administration or anyone interested in Maximizing the use of Outlook
Friday - Governance Day - MCAM Board of Directors and Committee Members

Cancellation Policy - Full refund 2 weeks prior to event, 50% thereafter. Substitutions allowed at any time.

COMPANY NAME: _____

PHONE: _____ **CONTACT NAME:** _____

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



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