



IRONWORKER CONTRACTOR PROFESSIONAL DEVELOPMENT

Summer Training Program July 15-19, 2019

Washtenaw Community College

4800 E Huron River Dr, Ann Arbor, MI 48105

Date	Course
BUSINESS SKILLS TRACK	
July 15-19	Construction Contracting Business Fundamentals Academy: Establish Your Business: This course is designed for current and future contractors who want to develop fundamental business skills. This program focuses on skills needed to start a contracting business or strengthen an existing business. Length: 5 days.
July 15	Getting Things Done® Workshop: Mastering Personal Productivity: If you are falling victim to work overload, modern-workplace chaos, and the anxiety that comes from too much to do, this training is for you. Getting Things Done® (GTD®) is a method that teaches individuals how to increase their focus on the most meaningful work, organize information, and achieve stress-free productivity. Length: 1 day.
July 16	Cash Management and Change Order Control: Techniques for Getting Paid: Learn some of the proven approaches that will make you more successful at managing your cash flow and controlling change orders. The course will identify strategies you can implement to get paid faster. Length: 1 day.
July 17-19	Business Plan Development Workshop: This course provides hands-on assistance in developing the content for each element of the participant's own business plan using a standard template. Upon completion of the workshop, each participant will have a completed draft of their own business plan. Length: 3 days.
TECHNOLOGY TRACK	
July 18-19	Bluebeam Revu Fundamentals and Document Control & Measurement: Participants will learn the fundamental features of Bluebeam Revu. This course will give the participants the necessary foundational skills to create, organize, markup, edit, track comments, prepare takeoffs, calibrate drawing sets, use measurement tools, and manage PDF documents. Length: 2 days.
FIELD PRODUCTIVITY AND LEADERSHIP TRACK	
July 15-16	Project Leadership & Project Management: Learn some of the proven approaches that will make you more proactive in dealing with your customers on credit and collection practices and avoid issues related to collecting all of your money. The course will identify strategies you can implement before and during the project to reduce the pay cycle and minimize conflicts associated with collections. Length: 1 day.
July 17	Improving Construction Productivity: This course will teach you to uncover your competitive advantages so that you can build the negotiating power to close more deals and gain market share. Learn to maximize close rates on any deal, grow market share, increase brand awareness, and stay miles ahead of the competition. Length: 1 day.
July 18-19	Introduction to Lean Project Delivery & Lean Project Planning: Building a great organization requires effective leadership. A key element that is often misunderstood is what it means to "lead with respect." This course explores why leading with respect is essential to a successful organizational transformation, what respect looks like in practice, and how it impacts your people and drives them to implement lasting change. Length: 1.5 days

Register for courses on the IMPACT Events website:

https://impact-net.force.com/ImpactMemberCommunity/s/impact-event-search?language=en_US