

PROFESSIONAL SEMINARS

BUSINESS DEVELOPMENT/ CONSTRUCTION

Three Key Strategies to Drive Your Own Career Success

Aimee Cohen, WomanUp!

Everyone receives training and education about how to be successful in a particular job. However, no one receives any training or education about how to successfully manage her own career. There are a lot of unexpected twists and turns, mistakes, missteps, and a lengthy learning curve when it comes to your own career success. From increasing your visibility to squashing self-sabotaging behavior, learn the top tips, tricks, secrets, and strategies to make sure you're always in the driver's seat.

Ask Outrageously! The Secret to Getting What You Really Want

Linda Swindling, JD, CSP

Ever find yourself on the edge of doing something phenomenal and wondering if it is the right decision and the right time? Have you ever known you had the right ideas but wished you could "check your answers" before you presented them? In a culture that encourages sensitivity and "good" manners, you need tactics and strategies to show up powerfully to negotiate for the best deals at work and in life with confidence and integrity. It's possible to achieve breakthrough results just by asking. Based on her book, this research-based program will leave you with strategies on how to "Ask Outrageously!"

How to Deliver Extraordinary Customer Service

Barbara Khozam, Barbara Khozam, Inc.

Customer service is no longer a department. It is a culture that flows through the veins of every great company. Your customers can instantly rave or complain to millions of people with one click of their mouse. It's no longer good enough to simply meet customer expectations. Customers who are merely satisfied with a service will remain flexible, but will switch companies after only one bad experience. Therefore, it's more important to create exceptional customer experiences—a story that they can share with their friends and family. You will learn easy-to-implement lessons that not only create delighted customers and employees, but exceptional results as well.

Do the "Write" Thing: Breachlessly Executing Your Project Responsibilities

Leslie A. Gutierrez, Attorney, and Joshua B. Levy, Partner, Husch Blackwell, LLP

This program is brought to you by two attorneys experienced in litigating and resolving construction disputes and is designed to provide all construction professionals with a helpful list of dos and don'ts when on a construction project. The program will cover best practices for memorializing your contract terms properly, managing your contractual obligations effectively, and documenting project changes and costs, as well as provide tips for securing payment and avoiding disputes. General contractors, subcontractors, suppliers, architects and engineers are all welcome.

OSHA's Role in the New Administration

Cal-OSHA Representative

This has been a year of profound changes in the Occupational Safety and Health Administration. A new leader, new policies and standards, some roll-backs and a fresh approach to the construction industry is here. The OSHA of 2017 has a new face, and a different manner of dealing with employers and employees than we've seen in the previous eight years. We invite you to join us as a representative from Cal-OSHA gives his or her take on these important changes and helps you understand how it will affect you and your company's bottom line.

Active Shooter and Workplace Violence Preparedness

Kelly Wilson, Department of Homeland Security

This timely session focuses on the activities that management, human resources, and facility managers can take to prepare their workplace and employees for a potential active shooter or workplace violence event. It also addresses individual preparedness measures, suspicious activity reporting, and opportunities for intervention for employees who may be going down a path of violence. This presentation incorporates lessons learned from previous active shooter events, including the 2015 San Bernardino County terrorist event.

Kinder Gentler Construction? Why Alternative Project Delivery Methods Continue to Evolve

Paul Stout, Instructor/Facilitator, Power Summit

Alternative Project Delivery methods are becoming increasingly popular as project owners search for more efficient ways to finance, design, build, operate, maintain, and manage facilities. In open-forum style, this breakout session explores the successes, challenges, and continuing evolution of the most popular methods of alternate project delivery and analyzes their advantages, disadvantages, and lessons learned for all stakeholders. Primary focus will be on design build and integrated project delivery.

Public Works and the State of America's Infrastructure

Rachel Falsetti, PE, Division Chief, CDOT, Division of Construction; Nancy Nickerson, PE, Sr. Bridge Construction Engineer, San Diego County, CDOT; Rossana D'Antonio, P.E., G.E., F.ASCE, Deputy Director, Los Angeles County, California Public Works Department

This progressively thinking panel of public works experts will enlighten you on the facts of the current conditions. What does public works really encompass? What lies ahead for construction projects in public works? How does this translate for the private sector? Where do women fit in? What can we do to further promote public works and construction to women now? Hear the "her-story" behind each of the panelists' journeys to her current position.

PROFESSIONAL SEMINARS/ ASSOCIATION WORKSHOPS

The Law, the Analysis, and the Accounting of Delays Trauner Consulting Panel

Delays are often disputed on construction projects. They shouldn't be. The law of delays, the analysis of delays, and the calculation of delay costs are all well established. The purpose of this presentation is to clear away the misconceptions and focus on the important legal, analytical, and cost principles that must support any request for time extension or compensation for delay. The principles apply equally to the contractor, the subcontractors, the owner, and the project's architect or engineer. Topics of discussion will include concurrency, proper schedule analysis techniques, and the recovery of home office overhead among other sometimes controversial topics.

PROFESSIONAL DEVELOPMENT

The Trouble with the Curve Katie Snapp, Skirt Strategies

As we progress through any transition in work or life, our self-talk may direct us toward irrational thinking. You may not use the word "crazy," but that's indeed what we often feel like, and we worry that our calmness may unravel, and our confidence wilt. When women lose composure, we may get regarded as poor leaders or incapable of handling stress. And for women with technical competence or in male-dominated industries, this loss of poise can lead to ineffective decision-making, or even hindrances in her career progress. Being a woman means more scrutiny when in positions of power. It's unfair, but true. This session will present a fresh view of the concept of change, one that parallels with nature. This cyclical growth model is adapted from biology and indeed applies to us as living things.

High Performance Culture: Building a Team with Engagement, Focus, and Accountability Don Harkey, People Centric Consulting Group

Can culture really impact your bottom line? The answer is yes. Simply put, why we work determines how well we work. Sixty-eight percent of employees in the U.S. are not engaged or toxic at work, resulting in a loss of productivity that impacts everything you do. An easy way to improve your bottom line and move faster is to win over the people you already have. Don Harkey discusses how culture doesn't have to be about ping pong tables and potluck suppers. Businesses can implement systems that influence high performance cultures based on engagement, focus, and accountability. Learn how culture impacts profit and the systems you can install to create and manage a high performance culture.

Thriving to Survive Holly Hoffman, Inner Depth, LLC

As we survive life's challenges, we come face to face with fear and uncertainty. Challenges may allow us to step out of our comfort zone

and push ourselves above and beyond our own self-limitations. It is how we choose to overcome challenges that make us who we are. It is our strength in times of difficulty that proves our character and self worth. Hoffman will share her experience of being on a reality show and will encourage you to think about how you decide to survive on a daily basis. She will encourage you to think about six words to develop your survival skills. With six simple words, you can take on any challenge you face. Adversity is not so much contending with problems as it is learning more about who you really are and what is inside of you.

Applied Situational Leadership Renee Henderson, Vice President of Sales and Marketing, Traffic Management, Inc.

This session focuses on utilizing behavioral and personality analysis to determine and apply effective leadership styles. Also, an impactful leadership approach, determined by situational applications, will be revealed.

Leaning Into Tension Shelley Robins, Sales and Training Manager, United Rentals

During this session you will learn how to manage and optimize tension in everyday conversations, and learn behaviors to productively handle tension, whether in your work or personal life.

ASSOCIATION WORKSHOPS

Chapter Leadership Training/Mock Board Meeting NAWIC Officers

This training will offer a comprehensive look at all aspects of chapter operations, including finance, governance, and ethics. It will include breakout sessions to help you generate new ideas and information to build your career through NAWIC leadership opportunities.

NAWIC National Committee Speed Networking Event All NAWIC National Committees Represented

Come and meet your national committee chairs and get a glimpse of what is going on within each in this fast-paced and fun networking event.

NAWIC Follow up Session to "Ask Outrageously!" NAWIC Panel, Moderated by Jessica Murphy, Esq.

A NAWIC panel shares insight into how they "ask outrageously" to impact personal and career satisfaction.

PR/Marketing and Membership: Bringing NAWIC into the Future Victoria Kurczyn and Jillian Penkin

Discover ways your chapter can take advantage of younger members' insights while channeling your chapter's wisdom. Learn how you can use the strength of your millennials to grow your chapter.

ASSOCIATION WORKSHOPS

GROW with Professional Development and Education Jennifer Sproul, LEED AP

Join PD&E chair Jennifer Sproul, who will lead the discussion on the role of PD&E in NAWIC. How can your chapter provide development opportunities for your members? How can members use NAWIC to grow professionally and personally? Learn what wonders await both chapters and members when you embrace PD&E!

WIC Week Mary Barnhart, CBT

Explore strategies to utilize WIC Week activities and events as a platform to promote women in the industry and increase visibility for NAWIC.

NEF Networking and Q&A NEF Panel

Have you ever wanted to know more about how your chapter can sponsor a Block Kids competition, CAD/Design/Drafting competition, or an Accessory Project? Or wondered which

adult education programs are beneficial for your career? Thought about getting involved with NEF's board and committees? Now is your chance to stop by and ask NEF representatives or obtain further information on all NEF has to offer NAWIC members and the construction industry.

NFSF: Building the Future of the Construction Industry Cindy Johnsen, CBT, CDS, CIT; Yasmine Branden, CCA; Sandy Field, CBT, CIT; and Judy DeWeese, CBT, CIT

For the past several years, the NAWIC Founders' Scholarship Foundation (NFSF) awarded scholarships totaling more than \$50,000 from chapter/other segregated funds and interest earned from the NFSF principal account. Learn how NFSF can help your chapter and the students in your area build the future of the industry through scholarship awards. Join the 2016-2017 NFSF awards committee in a discussion of the program and its benefits.

REGISTRATION & POLICIES

NAWIC members must pay the full registration fee in order to attend the 62nd Annual Meeting and Education Conference or participate in any activities of the Annual Conference.

NAWIC non-registered Past National Presidents and members who have more than 30 years of continuous membership and who are 70 years of age or older may be allowed to purchase guest tickets for their personal use, with prior approval of the Executive Vice President.

Spouses of members may register for the entire Conference at the member rate, or registered members may purchase individual tickets for selected functions.

Members must be registered for AMEC in order to purchase extra tickets. Members may not purchase tickets for non-registered NAWIC members. Guest tickets should be purchased when pre-registering for AMEC.

Registration forms must be postmarked by April 30, in order to receive the Early Bird Registration rate of \$635 and June 30, 2017 to receive the regular \$685 registration rate. Registrations postmarked after this date will not be accepted at the NAWIC Office. The on-site registration rate of \$785 is available for those wishing to register after June 30, 2017.

Delegates must send in their registrations before their chapter's "Certificate of Voting Credentials" is due at the NAWIC Office, which is June 15, 2017. Accepted methods of payment are check, money order or VISA/MasterCard/Discover/American Express.

Annual Meeting and Education Conference registration fee, tickets, sales items or badges are not transferable, except as provided in the NAWIC policies. Registrants cannot pick up AMEC registration packets for other registrants.

Requests for refunds must be postmarked and sent by registered/certified mail, email or fax by July 17, 2017. Send requests to: NAWIC, 327 S. Adams St., Fort Worth, TX 76104-1002 or email dedeh@nawic.org.

Cancellation Policy

If you must cancel your Conference registration, you can receive a full refund if your cancellation is received by EVP Dede Hughes in writing at the NAWIC office by July 17, 2017. However, registrations are transferable between chapter members. Should a compelling emergency prevent a duly elected Delegate or Alternate from attending the Conference, the chapter may elect a replacement. If you submit the proper Certificate of Transfer of Registration Form, the registration that was previously paid for may be transferred to the replacement and will not be subject to a payment penalty for late registration.

NO REFUNDS WILL BE MADE AFTER JULY 17, 2017.