



**Specialty Contractor Institute**

# Fall 2019 Catalog

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PROJECT MANAGEMENT 2

MECHANICAL SERVICE  
PROFESSIONAL

LEADERSHIP ACCESS  
INSTITUTE

WORKSHOPS

# PROJECT MANAGEMENT 2

This course is designed specifically for project managers with 3-7 years of experience. All candidates must fill out a formal application that ensures readiness and commitment to the full 9-session program.

- ▶ **Communication Skills for the Team Leader**  
**AUGUST 28, 2019 ■ 12 - 4 PM**  
Instructor: Lisa Austin
- ▶ **Fundamentals of Leadership**  
**SEPTEMBER 4, 2019 ■ 12 - 4 PM**  
Instructor: Leah Gutmann
- ▶ **Project Planning I - Fundamentals, Strategy and Setup**  
**SEPTEMBER 11, 2019 ■ 12 - 4 PM**  
Instructor: Bradley Vogt, Matt Maurio and Ken Strickler
- ▶ **Project Planning II - Turnover Meeting**  
**SEPTEMBER 18, 2019 ■ 12 - 4 PM**  
Instructor: Bradley Vogt, Matt Maurio and Ken Strickler
- ▶ **Managing Risk and Claims Avoidance**  
**SEPTEMBER 25, 2019 ■ 12 - 4 PM**  
Instructor: Bob Brunson
- ▶ **Forecasting and Changes**  
**OCTOBER 2, 2019 ■ 12 - 4 PM**  
Instructor: Bryan Taylor
- ▶ **Conflict Resolution**  
**OCTOBER 9, 2019 ■ 12 - 4 PM**  
Instructor: Leah Gutmann
- ▶ **Financial Accountability**  
**OCTOBER 16, 2019 ■ 12 - 4 PM**  
Instructor: Leah Gutmann
- ▶ **PM Managing Project Closeout**  
**OCTOBER 23, 2019 ■ 12 - 4 PM**  
Instructor: Darren Steenhoek

**NOTES:** All classes are held on a Wednesday  
All classes are held at 1391 Speer Blvd,  
Suite 450, Denver, CO 80204

Lunch is included at 11:30 a.m.

## COST

**\$2,100**

*with \$100 rebate if all  
classes are attended*

Register at <https://www.campc.org/education/project-management/>

# MECHANICAL SERVICE PROFESSIONAL

These courses are designed specifically to meet the diverse needs of service contractors. From project managers to account managers, field supervisors to lead techs, operations managers and even billing, dispatchers and coordinators, all types of service employees will benefit. Each course can be attended as stand-alone courses.

- ▶ **Communication Skills for Service**  
**SEPTEMBER 24, 2019 ■ 7 - 11 AM**  
Instructor: Lisa Austin
- ▶ **Emotional Intelligence: EQ for Success** **OCTOBER 1, 2019 ■ 7 - 11 AM**  
Instructor: Lisa Austin
- ▶ **Service Agreements and Maintenance Contracts**  
**OCTOBER 8, 2019 ■ 7 - 11 AM**  
Instructor: Sue Russel
- ▶ **Customer Chaos**  
**OCTOBER 22, 2019 ■ 7 - 11 AM**  
Instructor: Lisa Austin
- ▶ **Financials for Service**  
**NOVEMBER 5, 2019 ■ 7 - 11 AM**  
Instructor: Leah Gutmann

**NOTES:** All classes are held on a Tuesday  
All classes are held at 1391 Speer Blvd,  
Suite 450, Denver, CO 80204

All classes include breakfast at 6:30 a.m.

## COST

**Full Program - \$199 per class**  
**Stand Alone - \$299 per class**

Register at <https://www.campc.org/education/professional-service/>

# LEADERSHIP ACCESS INSTITUTE

Leadership Access® is an experiential, professional education and coaching program offered exclusively to both established and emerging leaders. Based on the premise that academic education, while essential as a building block, is limited in its scope and format, this program goes far beyond traditional education to offer unique preparation for those who will influence the success of organizations into the next generation.

Our program teaches individuals strategic thinking and leadership skills where they will be used - in the workplace. For participants, it moves beyond technical, quantitative education, beyond the limitations of the classroom and beyond experience in a single employment setting to offer an unparalleled experiential opportunity. In the boardroom, on the shop floor or in the laboratory, this experience goes beyond description to make the lessons real and the growth permanent. In this program students learn to adapt and excel in an evolving organizational environment. This is a unique course that blends academic knowledge and hands-on techniques for successful leadership, communication, negotiation, diversity management, crisis management and team building.

- ▶ **Orientation (Lunch and Presentation - Day 1)  
Communication, Change and Culture, Leadership,  
Team Building, Critical Thinking Exercises (Day 2)  
AUGUST 20-21, 2019**
- ▶ **Consensus - Individual and Team Based Problem Solving  
SEPTEMBER 6, 2019**
- ▶ **Intro BEST Public Speaking Skills, Analysis and Rehtorical Devices  
OCTOBER 3, 2019**
- ▶ **Public Speaking Presentations  
NOVEMBER 12-13, 2019**
- ▶ **Strategic Negotiation Skills - An Experiential Exercise  
JANUARY 15-16, 2020**
- ▶ **Hogan Coaching Sessions  
FEBRUARY 12-13, 2020**
- ▶ **Resolving Workplace Conflict  
MARCH 12, 2020**
- ▶ **Hogan Coaching Sessions  
APRIL 9, 2020**
- ▶ **Leadership Presentation, Graduation and Team Activity  
MAY 15, 2020**

	<b>COST</b>
	<b>\$3875</b>

Register at <https://www.campc.org/education/leadership/>

# LAI GRADUATE PROGRAM

- ▶ **Critical Thinking Skills in Uncertain Environments**  
**TUESDAY ■ AUGUST 20, 2019 ■ 12-4 PM**  
Instructors: Richard Barnes, Dennis McKinney

On the evening of May 4, 2007, the first of a series of powerful storms and one of the strongest tornadoes of the century, a Category 5 tornado with a freakishly wide 1.7-mile-swath, and 205 miles-per-hour winds, flattened 95% of McKinney's hometown of Greensburg, Kansas.

The tornado left the area without power, plunging it into darkness. The destruction included the city hospital, schools and McKinney's own house in town. Together with his daughter, Lindy, in their basement, they barely survived the complete collapse of their residence.

McKinney immediately declared his intent to remain and rebuild. With city officials, McKinney helped guide the community in the mobilization of rebuilding efforts and resources. On May 23rd, still homeless from the storm, McKinney was in the State capitol shepherding a relief bill for Greensburg through the Legislature. It passed unanimously in both houses, transferring an additional \$25 million to a pre-existing \$10 million state emergency fund, and granting another \$5 million in business restart grants for the community.

Join Richard Barnes and Dennis McKinney for this unique half-day program on crisis leadership and rebuilding in the face of disaster.



*Richard Barnes*



*Dennis McKinney*



**NOTES:** *Course is for LAI Graduates only*

Register at <https://www.campc.org/education/workshops>

**COST**

**\$275**

# WORKSHOP

► **Discover and Leverage Your Strengths for Results That Matter**

**SEPTEMBER 17, 2019 ■ 8 AM - 4 PM**

Instructor: Leah Gutmann



Leah Gutmann

WORKSHOP

Attend this 1-day workshop designed for anyone wanting to develop their talents to increase their productivity, maximize their effectiveness and be more engaged with their work.

Gallup research proves that people succeed when they focus on what they do best. Led by an expert instructor and backed by decades of research, this course will help you identify your greatest talents, pinpoint what you do best and develop ways to use your talents for success.

Throughout this course you will;

- Gain insights in to your natural talents by working with your Clifton Strengths Signature Themes Report and Strengths Insite Report.
- Fully understand how strengths develop.
- Learn how to harness your talents and strengths for greater personal productivity and engagement.
- Acquire tools and insights to help you use your natural talents to fulfill your goals and achieve your greatest potential.

**NOTES:** All classes are held at 1391 Speer Blvd,  
Suite 450, Denver, CO 80204

Breakfast and lunch included

**COST**

**\$349**

Register at <https://www.campc.org/education/workshops/>

# WORKSHOP

- ▶ **The Sales Led Organization**  
*Become the Successful, Friend Expert to Your Customers*  
**OCTOBER 10, 2019 ■ 7:30 AM - 4 PM**  
Instructor: Gary Meggison, Leah Gutmann



Gary Meggison



Leah Gutmann

As a general observation, mechanical contractors don't excel at selling. In my experience contractors don't put enough importance or emphasis on selling as a strategic objective to gaining and keeping business. In addition, our industry uses sales models that don't get us what we want which is long term, sustainable business. In this workshop participants learn the new model of selling and that will cause a shift in the way we see the sales role in our organization. Being able to see sales as a foundational role with wide reaching impact is critical to owning and embracing the sales process. In addition, students will leave with the ability to apply the process to their own roles and learn how to use key leadership skills in order to enhance and solidify their success. The workshop will practice not only experience the why of the sales process but the how. The group will practice specific techniques and strategies designed to increase sales success rates and understand that the goal is long-term business relationships where you grow to be their preferred contractor.

***SPECIAL GUEST: Jason Kleinhelter***

**NOTES:** All classes are held at 1391 Speer Blvd,  
Suite 450, Denver, CO 80204

Breakfast and lunch included

Register at <https://www.campc.org/education/workshops/>

**COST**

**\$399**