



**BX**

**MOTIVATE**

To Inspire Performance

**DELEGATE**

For Productivity

**GENERATE**

Win-Win Solutions

**NAVIGATE**

Difficult Situations

**MITIGATE**

Project Risk

**ELEVATE**

Your Career Path



**BXFLEX**

## **BX FIELD LEADERSHIP EXCELLENCE SERIES**

Whether you're an experienced construction field force leader or are new to the role, you face a unique set of challenges.

To help break down those challenges and improve your strengths in each, the Builders Exchange of Central Ohio offers an eight-part program specifically for field leaders. The BX Field Leadership Excellence Series (BXFlex) focuses on building your leadership abilities, not your technical skills.

With topics ranging from coaching and motivation, to written communication and managing conflict, BXFlex features nationally-known instructors. And a small class size – comprised of jobsite leaders from both general and subcontractor companies of all sizes – gives participants the chance to learn as much from each other as they do from the speakers.

# THE BUILDERS EXCHANGE

## FIELD LEADERSHIP EXCELLENCE SERIES

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### THE MINDSET SHIFT: FROM MANAGING PROJECTS TO LEADING PEOPLE

The opening session focuses on understanding your unique role as a field force leader, both within your company and with other companies on the jobsite. Topics include:

- > Getting comfortable with delegation.
- > Making decisions.
- > Taking ownership and responsibility.
- > Being the face of your company to customers as well as co-workers.

**INSTRUCTOR: MARK BRESLIN** (Breslin Strategies, Inc.)

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### UNDERSTANDING YOUR STYLE AND THE STYLES OF YOUR TEAM

It seems like a simple concept: different people see things different ways. But using evaluation tools like the DISC profile and others can help you understand your own style better... and, how you can best interact with and motivate others with different styles.

**INSTRUCTOR: BRYAN DRISCOLL** (Murray Associates and Driscoll Learning)

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### COMMUNICATING WITH CONFIDENCE AND CLARITY

You may not give a lot of speeches, but as a field leader you do more “public speaking” than you realize. When you’re conducting a meeting, leading a jobsite tour or presenting as part of a company sales pitch, speaking clearly and confidently is an essential ability.

**INSTRUCTOR: ANTHONY HUEY** (Reputation Management, LLC)

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### FUNDAMENTALS OF EFFECTIVE BUSINESS WRITING

Whether using email, text messages, meeting minutes or formal business letters, a leader must have a solid command of written communication. You don’t need to be a novelist or creative writer - effective writing can be learned by practicing a few fundamental rules.

**INSTRUCTOR: EMILY FORS** (JE Dunn Construction)



## IF YOU CAN MANAGE YOUR TIME, YOU CAN BALANCE YOUR LIFE!

Some call it “stress management,” some call it “life balance.” The bottom line message: a construction field force leader has a tough, consuming job! Commit to getting a life by organizing and prioritizing your work... and show your team how to do the same thing.

**INSTRUCTOR: BOB ROSS** (Professional Consulting Associates, LLC)

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## MANAGING CONFLICT AND CONFRONTATION

With multiple companies, cultures and personalities, construction projects would be complicated even if they worked exactly “per the plan.” They never do. So among the valuable skills the field leader must develop are how to deal with personality conflicts and how to have difficult conversations.

**INSTRUCTOR: ETHAN MARTIN** (Integrated Leadership Systems)

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## YOUR IMPACT ON PROJECT RISK MANAGEMENT

Reducing risk on a construction project begins when your company decides to pursue the job. Even with the best pre-planning, budgeting and scheduling, a huge element of risk remains on “the front line” as the project is built. Understand your critical role in successful risk management.

**INSTRUCTORS: MIKE MADIGAN** (Kegler Brown Hill + Ritter)  
**AND JASON RHODEBECK** (Turner Construction Co.)

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## COACHING AND MOTIVATING YOUR TEAM(S) FOR PERFORMANCE

Like a sports team, coaching a construction crew means coordinating a wide range of experience, talent and desire. But unlike a sports team, field leaders must manage and motivate a new mix of “players” with every project. Learn how to master the challenge of your frequently-changing field force.


**INSTRUCTOR: MARK BRESLIN** (Breslin Strategies, Inc.)




SESSIONS ARE HELD FROM 2-5:30 PM AT  
**THE BUILDERS EXCHANGE OF CENTRAL OHIO**  
1175 DUBLIN ROAD, COLUMBUS, OH 43215.

**QUESTIONS OR COMMENTS, PLEASE CONTACT:**

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**BXFLEX** BUILD YOUR STRENGTHS