



MOTIVATE
To Inspire Performance

DELEGATE
For Productivity

GENERATE
Win-Win Solutions

NAVIGATE
Difficult Situations

MITIGATE
Project Risk

ELEVATE
Your Career Path



BX FLEX

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 lessen those challenges and improve your strengths in each area, 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 communication and managing conflict, BXFlex features nationally-known instructors. 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 presenters.

THE BUILDERS EXCHANGE

FIELD LEADERSHIP EXCELLENCE SERIES

> TOPICS



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

INSTRUCTOR: ODIE PARKINS (4 Tree Solutions, LLC)



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 (Driscoll Learning)



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)

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: MARC ANKERMAN (Ankerman Training Solutions)



DIVERSITY, EQUITY & INCLUSION FOR FIELD LEADERS

As the construction industry takes action to stamp out racism, sexism and other blights, field leaders need to be aware of microaggressions and biases that could create problems on a jobsite. While the messaging comes from the top, it's those at the field level who can lead the difference and change.

INSTRUCTORS: BOB ROSS & DENISE SIMMONS

(Professional Consulting Associates, LLC)



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: M.J. CLARK (Integrated Leadership Systems)

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: BILL BRETHEL (Mid-City Electric / Technologies)

MIKE MADIGAN (Kegler Brown Hill + Ritter)

DAN PISUT (Turner Construction Co.)



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: JOHN PETERSEN (Threshold Rising, LLC)

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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