



EXPAND
Your Skills

DEBATE
The Issues

MEET
Key Leaders



BX**XLX**

BX EXECUTIVE LEADERSHIP EXPERIENCE

Built for senior-level executives in construction companies, the BX Executive Leadership Experience (BXLX) is an 11-session program that accepts a small group of professionals who will be educated and coached by nationally-recognized experts in construction leadership and business development.

BXLX provides:

- > Personal leadership development for each participant
- > Increased knowledge of issues facing leaders in the central Ohio construction community
- > Conversations with local public- and private-sector leaders, inside and outside the industry

With topics ranging from leadership essentials to risk management, sessions often feature VIP lunch guests discussing popular issues of interest.

THE BUILDERS EXCHANGE

EXECUTIVE LEADERSHIP EXPERIENCE



LEADING YOURSELF WHILE LEADING OTHERS – THE ESSENTIALS OF LEADERSHIP

Among the session objectives: Discerning your leadership strengths, the manager's "leadership leap" moving from running a project to running an organization, setting the stage for the BXLX program year, discuss student expectations.

INSTRUCTOR: JIM KRUG (Advanced Performance Group)

MAKING YOUR MESSAGE MEMORABLE

Develop an awareness of the "soft skills" that are as vital to leadership as technical expertise: effective communication, dealing with difficult issues, asking the right questions, managing conflict, building relationships and being the face of your company to customers, community leaders, colleagues and subcontractors – in addition to your employees!

INSTRUCTOR: ANTHONY HUEY (Reputation Management Associates)



INITIAL COACHING SESSIONS

Individual coaching sessions will be scheduled.

FINANCIAL MANAGEMENT FOR NON-FINANCIAL MANAGERS

Understand how to use your company's basic financial information to assess individual job financial performance and analyze your business health, effective ways to collect billings on time, techniques to find working capital, and how to maximize every available profit dollar from a job.

INSTRUCTOR: TYLER PARE' (FMI)



COMMUNICATING TO DRIVE RESULTS AND RELATIONSHIPS

As an executive leader, it's not enough to simply drive results. You need to focus on developing relationships – with clients, industry partners and within your own organization. Your ability to intentionally build relationships and drive results has everything to do with your reputation, brand and future career. In this session, you'll discover how the best leaders ensure their relationships help them achieve the desired results.

INSTRUCTOR: ELIZABETH ALO (Vitalwork, Inc.)



STRATEGIC THINKING

Learn how leaders think by giving participants tools to help them start thinking long-term, understand the role of strategy in our industry and our companies, and clarify the difference between strategic thinking and strategic planning.

INSTRUCTOR: TIM TOKARCZYK (FMI)

LEADING A FOCUS ON MARKET STRATEGY

Understand the leader's role in driving a company-wide commitment to marketing and sales, review processes to become a more client-centric organization and tools to strengthen existing customer relationships and gain new customers.

INSTRUCTOR: CYNTHIA PAUL (FMI)



DEVELOPING YOUR NEXT GENERATION OF LEADERS

Take a strategic look at best practices in recruiting talent, managing performance of next-generation leaders, mentoring and coaching, and succession planning; review several tools to evaluate how your own company measures up in organizational development.

INSTRUCTOR: JIM KRUG (Advanced Performance Group)

FOLLOW-UP COACHING

Individual coaching sessions will be scheduled.



CONSTRUCTION RISK MANAGEMENT

Identify the visible and invisible risks for construction businesses, both from a general best practices approach and from the specific challenges faced on a local level. Learn to evaluate your company's risks and make decisions for the long-term on managing/mitigating those risks.

INSTRUCTORS: JOE URQUHART AND DAVE CATANESE (Overmyer Hall Associates) and **PETE WELIN** (McDonald Hopkins, LLC)

LEADERSHIP ESSENTIALS AND APPLICATIONS



Review the collective learning (business topics, leadership skills and issues discussions) from the year and how it has – and will – impact participants' leadership development moving forward.

INSTRUCTOR: JIM KRUG (Advanced Performance Group)

QUESTIONS, PLEASE CONTACT:

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