

The Schedule

THURSDAY

FRIDAY

Opening Session - Dan Fesler, Keynote Speaker - Leadership

FMI Presents: Foreman Training - All Day Training	Business Development - All-Day Training	Customer Service	Overcoming Overload: Tips and Tricks to Avoid Burn-Out
		Meetings...A Necessary and Very Important Component!	Dale Carnegie: Habits: Putting Common Sense into Common Practice
Exhibitor Luncheon			
Improving Construction Efficiency		Conflict Resolution: It Begins with Your Communication Skills	Dale Carnegie: Leadership in Action: Get'em and Keep'em Motivated

Rawhide Boys Ranch Prize Raffle Item Viewing and Reception with Exhibitors

The First Trivia Night

ABC National President Mike Bellaman - Keynote Speaker
 ABC: Helping Members Win Work and Deliver that Work Safely, Ethically and Profitably

The 2012 Elections: Winning the Battle for Free Enterprise & Merit Shop	Construction Financing	Social Media-Don't Get Left Behind
	Career Ladders	Government Contracting
		Smart BIM: Creating Project Value

Lunch Keynote Speaker - FMI - Critical Trends Driving the Future of the Construction Industry

Remaining Union Free	FMI Presents: Elements of Cash Flow Management & Getting Paid	What Makes Leaders Great: What They Did and What You Can Learn From It
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The ABC of Wisconsin
2012 Winter CONVENTION

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The ABC of Wisconsin
2012 Winter CONVENTION

February 9-10, 2012 -Glacier Canyon Lodge Conference Center, Wisconsin Dells

Your guide to activities, sessions & registration information

Thursday Day Longs

Foremen Training

- Andy Patron, FMI Consulting
The six most expensive words in the construction industry might be "Put that over there for now." Field managers often find themselves "too busy" to plan when they really must make time to pre-think their work. This foremen training program will provide you with tools for improving your ability to manage projects and thereby influence the profitability of the firm. You will learn about field management obstacles that wipe out productivity and what you can and must do to remove those obstacles. You will review ten things every field manager should consider before they start. You will put these principles into practice during a competitive workshop exercise to test your new skills.

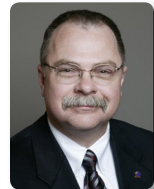
Business Development

- Dutch Hempel, Henry Hempel Associates
Every business needs to attract new business to grow. In this class you will learn how to identify your most wanted clients, produce an effective marketing plan to attract them, and develop effective, results-driven salespeople who will best represent your value and unique services to your clients. This session will give you valuable tools to help you promote and own your place in your industry. Bottom line? You'll create a strong competitive advantage and win the clients you want.

Advanced registration is required to attend these two classes.

Keynote Speakers

Eric G. Regelin



Eric G. Regelin, president of Granix, LLC, Ellicott City, MD began his term as National Chairman of ABC on Jan. 1, 2012. He previously served as ABC's Region 5 vice chairman. Region 5 includes members and chapters in Delaware, the District of Columbia, Maryland, Virginia and West Virginia. Regelin received a bachelor's degree in civil engineering from Purdue University and serves on the university's School of Civil Engineering Advisory Council. He obtained his MBA from Duquesne University in 1982.

Mike Bellaman



Michael D. Bellaman was named president and CEO of Associated Builders and Contractors (ABC) effective February 1, 2011. ABC is a national association with 75 chapters representing more than 23,000 merit shop construction and construction-related firms with nearly two million employees. As president, Bellaman directs a staff of 80 professionals at the association's national headquarters in Arlington, Va.

Dan Fesler



ABC WI member Daniel L. Fesler is the CEO and Chairman of the Board of Lamperts, a Midwest regional lumber company doing business in 5 states through 32 locations. Dan is the 4th generation to run the company and has a BS in Geology and an MBA in Marketing and has served on numerous boards and committees in numerous organizations and church. He has conducted numerous training sessions and seminars. Dan is an avid boater and is a special deputy sheriff for the Hennepin County water patrol.

Andy Patron



Andrew Patron (Andy) is a senior consultant with FMI, management consultants to the construction industry. His primary focus is on the evaluations, creation and implementation of training programs designed to develop leadership, project execution, organizational and operational excellence. Andy's enthusiastic approach draws from his real-world experience, leading and managing people and improving work processes in many industries, specifically construction.

A Night of Trivia

Food, Fun & Prizes! A donation to Rawhide Boys Ranch too!

Thursday, February 9, 2012 - 6:15 p.m. to 10:00 p.m.

ABC of Wisconsin's first Trivia Night! On this night tables of 8 will compete for honor, bragging rights and possibly prizes. Bring a team or put together a team, but make sure you have a mix of young and old, male and female. You never know what the questions will be, and who will know the answers! We promise a fun and exciting evening. Teams will be put together that evening for those without a team. We will hold a prize raffle for Rawhide Boys Ranch that requires you to purchase tickets and then deposit however many tickets you want in each item. The more tickets you deposit, the greater your chance of winning! \$20 for an arms length of tickets! Logical thinking is to make sure you find somebody with long arms to purchase your tickets! Cash sales for tickets only.

Sessions

Thursday

Customer Service - 9:30 a.m. to 10:45 a.m.

— Dan Fesler, Lamperts Lumber
This session will show you how to be uncommon in a common world. You will learn what you need to do to be successful and deliver outstanding customer service and mark yourself as a professional.

Overcoming Overload: Tips and Tricks to Avoid Burn-Out - 9:30 a.m. to 10:45 a.m.

— Ann Kerian, Consultant and Executive Coach
Are you taking on more and more responsibilities at work? Do you feel overloaded? Overwhelmed? Watch out! Burn-out can happen quickly! High stress can lead to serious health problems. This session will help you learn how to manage your time and manage your life!

Habits: Putting Common Sense into Common Practice - 11:0 a.m. to 12:15 a.m.

— Terry Siebert, Dale Carnegie Training
This session explores what drives high performance teams, as well as the opposite. More often than not, it is the habits, "the way we do things around here," that will determine whether the workplace fosters team synergy or a lack of teamwork. Time-tested principles will serve as the foundation for building and maintaining positive business relationships. You will be reminded that it is usually a very good idea to put more common sense into common practice. Not only will you learn, this session should be lots of FUN!

Meetings... A Necessary and Very Important Component of your Work - 11:00 a.m. to 12:15 a.m.

— Sue Sheeran, Melli Law, S.C. and Jennifer Kraemer, Kraemer Brothers
This session will give you the tools, or provide the reminders, to make the meetings you facilitate focused, productive, and well documented. Topics discussed will assist you in planning for and leading meetings which accomplish your purpose and yield the results desired with documentation that can be helpful in project evaluation, business planning and to support the company's position in litigation.

Improving Construction Efficiency - 2:00 p.m. to 4:45 p.m.

— Mike Somers
This program will provide you with knowledge on how you can make your jobs more efficient and in turn make your company more profit. You will learn simple, but effective, contractor-tested approaches to meet budget, schedule, and quality standards. Emphasis is on what management must do to make their crews more productive at the work face. Specifically, you will learn simple, effective ways to plan, monitor, and maintain crew production and overcome the "real" causes of each job's delays and cost overruns.

Conflict Resolution: It Begins with Your Communication Skills - 2:00 p.m. to 3:15 p.m.

— Ann Kerian, Consultant and Executive Coach
Whoever said, "Sticks and stones can break my bones but words will never hurt me," didn't live in today's business world. Learn how to communicate effectively without adding fuel to the fire when it comes to conflicts in the workplace.

Leadership in Action: Get'em and Keep'em Motivated - 3:30 p.m. to 4:45 p.m.

— Terry Siebert, Dale Carnegie Training
Whether you are new to supervision or a seasoned pro, the constant challenge is to keep others motivated to get the job done. This is especially tough when people tend to think of their own agenda first. Sometimes it is easy and other times it can present challenges (or is that opportunities?). Several strategies, backed up by examples, will be explored.

Friday

Construction Financing - 9:15 a.m. to 10:30 a.m.

— Jim Hartlieb, First Business Bank
This program will give an overview of the current lending environment, as well as what banks look for when evaluating a loan request. It will cover some of the changes that have occurred in the banking industry over the last few years and how that has impacted prospective borrowers in the commercial lending market.

Social Media: Don't Get Left Behind - 9:15 a.m. to 10:30 a.m.

— ABC of Wisconsin Staff
Is Your Company on Facebook? Your customers are! Wading through the social media river is scary for business owners with very little time on their hands. Our goal is to help businesses understand the value of leveraging social media and give you some tools to get started. We'll identify the dos and don'ts of online interaction and explore no cost tools to help you manage time and measure success.

Career Ladders - 10:45 a.m. to 12:00 p.m.

— Cheri Galecke, DeLeers Construction
In this session we'll discuss the importance of developing a work force of the future for our industry. The average age of craft/skilled workers in Wisconsin is anywhere from 39 to 45 years old. So, in the next ten years, we have some looming craft/skilled worker needs. This program will provide insight into how Career Ladders can help us "grow our own."

Government Contracting - 10:45 a.m. to 12:00 p.m.

— Sandra Schroud, CCAS, Government Contract Specialist
The federal government spends between \$36-\$44 billion in construction and between \$10-\$14 billion in maintenance and repair per year. The State of Wisconsin spends approximately \$1 billion in vertical and horizontal construction annually. Learn how to compete for these dollars implementing techniques used by successful contractors.

Smart BIM: Creating Project Value - 10:45 a.m. to 12:00 p.m.

— Tony Fieweger and Marley Gast, McMAHON
The use of Building Information Modeling (BIM) is here to stay. BIM is not simply a computer program; it is a process that when used appropriately can be very effective. This session focuses on how having a clear BIM strategy prior to starting a project goes a long way in creating project value from the start of design through construction.

Elements of Cash Flow Management & Getting Paid - 1:30 p.m. to 4:30 p.m.

— Andy Patron, FMI Consulting
Your ability to manage cash flow directly influences your project success. This session will cover the major tasks of analyzing financial statements, tracking cash conversion periods, deciding when and if to borrow, keeping your working capital at adequate levels, and protecting your bonding capacity. You will also examine the punch-list process, discover how to negotiate using bid documents, and learn how to gain the owner's acceptance.

What Makes Leaders Great: What They Did and What You Can Learn From It - 1:30 p.m. to 4:30 p.m.

— Timothy F. Bednarz, Ph.D.
This program will highlight the practices and experiences of 160 great and influential American leaders, spanning 235 years, illustrated in their own words and underscored by specific examples and stories. The presentation will focus legitimacy as being the most accurate gauge of great leadership and concentrate on how the great leaders utilized opportunity, the application of "ruthless efficiency," and the zeal for execution to reach the pinnacles of success.

Registration Information

www.abcwi.org/SpecialEvent/2012Convention

Cost

Full Convention — \$375 for 1st person from an ABC Member Firm — additional attendees \$365
Thursday Only - \$225 for 1st person from an ABC Member Firm — additional attendees \$215
Friday Only — \$175 for 1st person from an ABC Member Firm — additional attendees \$165

Two ways to register!

Go online

to register using ABC of WI secure form. Go to www.abcwi.org and click on the Winter Convention button on the right.

Download

a form to mail or fax. Go to www.abcwi.org and click on the Winter Convention button on the right. Mail to ABC WI, 5330 Wall Street, Madison, WI 53718 or fax to 608-244-2401 with credit card information.

Questions? Call ABC of Wisconsin at 608-244-5883.

Registration Policies

Registration confirmation and detailed convention information will be mailed upon receipt of the completed online or mailed registration form and full payment. ABC of Wisconsin cannot invoice attendees for fees. Registration will be accepted by phone with credit card payment. 608-244-5883.

Cancellation Policies

Cancellations received prior to the end of the day, February 3, 2012 will receive a full refund. No refunds will be given after 5:00 PM, February 3, 2012 and refunds will not be given for no-shows.

Hotel Reservations

You are responsible for your own hotel reservations. ABC WI has negotiated a room rate of \$99 effective until January 8, 2012. The number to call for reservations is 1-800-867-9453. The web site is www.glacierecanyonlodge.com

"Kulture" Returns

The 2012 Elections:

Winning the Battle for Free Enterprise & Merit Shop

In this session you will explore how outside forces influence the elections and how you can too. Ask yourself: How are things shaping up for the 2012 elections? What if Obama gets re-elected? What are the labor unions trying to do politically? How are the unions utilizing grassroots activities and raising funds? What can you do to counter the union political influence? How can you legally communicate with your employees regarding how politicians affect their work? What is GOTV and why is it key for business owners in the 2012 election?

Remaining Union Free

Kulture is a company focused on improving the culture of American business; however, there are times when the relationship between employees and their employer become strained. Tensions can mount costing the employment relationship in lost productive time, increased turnover, or increased expenses in warding off unnecessary employment litigation or unionization attempts. Kulture is an employee and labor relations consulting firm that specializes in identifying, addressing and resolving workplace issues. This team is among the most sought-after consultants in the nation by both employers and the law firms that represent them.

Friday, February 10th, from 9:15 a.m. to 4:30 p.m.

ABC WI Trade Show

February 8th, Noon to 5:00 p.m. - February 9th, 9:30 a.m. to 6:15 p.m.

New this year...Technology Square! Come and try out the exhibitors wares in this new addition to the show. And earn the opportunity to win a tablet! By visiting all our vendors and leaving your information behind you are automatically entered for the drawing. Miss a booth though and you might be out of the running! There are lots of interesting companies eager to show you why you should try their product...don't miss your opportunity!



Think Differently!