

# 2018 ABC of Oklahoma Management Class “Construction Industry CEO Academy”



**Class Starts Tuesday, August 21st** *(continues 10 weeks)*

**5:30pm to 8:30pm**

***There are still spots left in this class...RSVP TODAY!!!***

**Sign-up deadline extended to Tuesday, August 14th!**

ABC of Oklahoma (ABC) is pleased to present the 2018 ABC Construction Industry CEO Academy. This unique educational offering is designed for upper managers and future managers in the construction industry as well as those who want to take their companies to the next level.

The CEO Academy is a 10 week course beginning on Tuesday, August 21, 2018. Classes will be held in at the ABC Training Facility in Broken Arrow every Tuesday for 10 weeks from 5:30 to 8:30 p.m. Each class will be taught by different Industry experts. Dinner is provided at each class.

The CEO Academy organizers will meet with each student prior to August 21, 2018 in preparation for the program. Students should expect homework during the program and be dedicated to learning from the experience. ABC will provide a certificate for successful completion of the course.

**You learned your trade through classes or OJT (on the job training) - where did you learn your managerial skills? Give your managers the skills to be successful! This class is taught by construction industry experts that have made other companies succeed.**

**Reservations are Required. RSVP by August 14th to [btaylor@abcokla.org](mailto:btaylor@abcokla.org) or fax (918) 252-5949. Space is limited and ABC members pay only \$1,450 per person for the 10 week course - that's less than \$50 per hour for professional experts.**

Company \_\_\_\_\_

Attendee \_\_\_\_\_

Cell phone \_\_\_\_\_

Email \_\_\_\_\_

Call Director of Education, Safety & Communications Becky Taylor at (918) 254-8707 with questions.

## **1: BUILDING THE VISION**

August 21, 2018 (Ken Klein)

- Goals and Leadership
- Leading vs Managing
- Communicating the Vision
- Building the Mission Statement

## **2: BUILDING THE ORGANIZATION**

August 28, 2018

- Technician vs Business Owner- (Ken Klein)
- What is the CEO's job in the Organization?  
- (Ken Klein)
- Sole Proprietorship/Partnership/  
Corporation/ LLC- (John Harper)
- Building a Team: Insurance, Tax, Legal,  
Financial- (Eric Daffern)

## **3: CLIENT PRODUCTIVITY/MARKETING IN THE CONSTRUCTION INDUSTRY**

September 4, 2018 (Clay Staires)

- Creating Value
- Identifying and Branding Your Product
- Identifying your Customer
- Getting the Word Out

## **4: CASH FLOW & PROFIT**

September 11, 2018 (Chris Crotts)

- Cash Flow Planning and Tracking
- Profit & Loss Statements
- Income/Expense Statements
- Balance Sheets

## **5: STAFFING**

September 18, 2018 (Kevin Doyle)

- The Hiring, Discipline and  
Termination Processes
- Complying with the Labor and  
Employment Laws
- Employee Compensation: Overtime and  
Wage Payment Requirements
- Employment Policies

## **6: INSURANCE AND BONDING FOR THE CONSTRUCTION INDUSTRY**

September 25, 2018 (Cody McNeal)

- Types of Insurance and Bonds
- Insurance Systems and Early  
Incident Management
- Claims

## **7: RISK MANAGEMENT IN THE CONSTRUCTION INDUSTRY**

October 9, 2018 (John Harper)

- Managing Risk of Getting Sued through Insur-  
ance Systems, Early Incident Management Sys-  
tems, HR Systems
- Managing Risk of Non-Payment with Lien Sys-  
tem and Contract Systems

## **8: CEO SUCCESSION PLANNING**

October 16, 2018 (Thom Bowen)

- Planning for Transition
- Bridging the Generation Gap
- Identifying Long, Medium and  
Short-Term Goals
- Financing the Succession
- Tax Considerations

## **9: TIME MANAGEMENT & PRODUCTIVITY FOR THE CONSTRUCTION INDUSTRY**

October 23, 2018 (Clay Staires)

- Leading vs Managing
- Delegating
- Creating "Dashboards"
- Planning - First Things First!
- Time Management Systems

## **10: LIFE BALANCE**

October 30, 2018 (Clay Staires)

- Creating Perspective –  
Why Are You Doing This?
- Creating Balance
- Creating Boundaries