

# NEI ONE-DAY SEMINARS

## **Project Profitability Seminars**

MCAA, the “education association,” proudly presents six seminars designed to help you improve jobsite and office productivity, while enhancing the value you deliver to your customers. These seminars will help you better understand the construction process, the keys to productivity, and what you can do to maximize jobsite profitability.

### **Who Should Attend?**

Company principals, top executives, foremen and key project management staff are the primary candidates for the Project Profitability Seminars.

### **Course Descriptions**

**NEW**

#### **Planning for Productivity: A Case Study** – 8 hours

Many times we see presentations about great planning tools that we know can result in significant time and money savings, but do not physically experience the tools. Using a recent project the attendees will learn how to use each of the planning tools from estimating to job completion.

**NEW**

#### **Managing Change Orders and Documenting Construction Disputes** – 8 hours

Change orders disrupt jobsites and often lead to disputes. Proven methods and strategies for managing change orders and minimizing conflict are presented. Case histories of successful conflict resolution will be critiqued.

#### **Six Habits of the Highly Productive Foremen** – 8 hours

Our best foremen make a habit of making more money than their peers. What are the habits that make this success possible? These habits will be discussed and then an action plan developed that each foreman can use to make them habitually very profitable.

#### **Six Habits of the Highly Profitable Project Managers** – 8 hours

Our best project managers consistently have better bottom line results than their peers. What are the habits that make this performance possible? How do they motivate labor and control the job site risks? The construction process and how these habits impact profitability will be examined so that

each project manager can ensure the best possible outcome from each of his/her projects.

#### **Jobsite Productivity: How to Protect It...How to Improve It** – 8 hours

The competitive edge for the successful mechanical contractor is superior jobsite labor performance. Redeeming the original estimate or often reducing overall labor cost is the benchmark for superior contractor performance. Proven processes from around the country will be presented.

#### **How to Turn Around a Job Going Bad: A Case Study** – 8 hours

Too often when a project is recognized as a problem job, instead of changing the project, we call the lawyers. This session will offer proven methods for recognizing troubled projects and quantifying the potential costs. Then the process for giving proper notice that can change a troubled job to a successful project will be modeled. If the job cannot be turned around, the best method for improving your negotiating position is discussed.

### **Methodology**

Each learning session will use group study to reinforce the lessons learned. Participants will work in teams of six to eight members. Solutions to job problems will be developed and discussed by the teams, and then presented to the entire class.

### **Who is the Presenter?**



#### **Thomas (Tom) L. Williams,**

P.E. was MCAA President in 2003. He recently retired from McKenney's, Inc., a multi-disciplined construction and engineering firm based in Atlanta, and serving the Southeast. During Tom's 31 years with the company,

McKenney's annual revenues grew from \$3 million to \$145 million.

Tom's passion for teaching industry professionals how to improve both their hard and soft skills is well known throughout MCAA. He has taught at MCAA's Institute for Project Management (IPM) and

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Advanced Institute for Project Management (AIPM), and developed curriculum for the AIPM. He also helped design the case study and teach at MCAA's Project Performance Conference. His seminars make extensive use of case studies and real project examples. They focus on improving both jobsite and office productivity, while adding value to the construction process.

**FOR MORE INFORMATION OR TO  
SCHEDULE A COURSE, CONTACT:**

**Tom Williams** at **404-861-1456** (cell), **770-671-8816** (fax), or **tlwilliams@mckenneys.com**.

You may also contact MCAA's **Beth Miller** at **800-556-3653** or **bmiller@mcaa.org**.



Visit [www.mcaa.org/nei](http://www.mcaa.org/nei) to learn more about other courses available through the NEI and view complete course details.

To schedule a course, contact the instructor directly using the contact information on their flier or contact MCAA's Beth Miller at **800-556-3653** or **bmiller@mcaa.org**.