

FIELD LEADERS CONFERENCE

Equipping Your Field Leaders for Success –

An investment that will transform and elevate your field leader's vision, perspective and performance.



THERE ARE TWO OPPORTUNITIES TO ATTEND IN 2022

October 12 - 14, 2022

Marriott Indianapolis Downtown
Indianapolis, IN 46225

November 2 - 4, 2022

Kansas City Marriott Country Club Plaza
Kansas City, MO 64111





We could tell you how valuable the field leaders conference is, but it probably means more to hear what other contractors and their field leaders have had to say about the program:

“Being a mechanical contractor in today’s market is as challenging as it has ever been. Technology and innovation are evolving at a rapid pace and it is imperative that we make every effort to assure our field personnel are trained and educated to keep pace. As a large mechanical contractor, we provide a high level of training for our people on a consistent basis, but we are constantly looking for a program that helps take that training to another level. The MCAA Field Leaders Conference fits that need perfectly.

Not only does this program provide the highest level of education and training for our field personnel, it also allows them to interact with their peers throughout the country, which is invaluable and stimulates our people with new ideas and energy. They come back highly motivated to take what they have learned and push it down throughout the organization. It is truly remarkable.

Keith Atteberry, President/CEO Marelich Mechanical, Co., Inc., Hayward, CA

YOUR FIELD LEADERS WILL LEARN:

- To view themselves as professionals;
- The importance of the bottom line;
- Why customer relationships matter;
- How to establish tangible goals;
- What’s the “smarter” way to work;
- Their role as the face of your company; and
- What it means to be a great foreman

“I went to the Field Leaders Conference with some pretty high expectations after talking with other foremen that had gone in the past years. What I came away with will change the way I proceed as a foreman and a father the rest of my life.”

—Junior Blackgrove, Harrell-Fish, Inc.

FIELD LEADERS WILL LEARN FROM:

MARK BRESLIN

President,
Breslin Strategies

KEVIN DOUGHERTY

Leading Construction Industry Consultant

GREG FULLER

President and Owner,
North Mechanical Contracting and Services Company

CHRIS HASLINGER

Administrative Assistant to the General President,
United Association

MARK ROGERS

President,
West Chester Mechanical Contractors

CONFERENCE PROGRAM

WEDNESDAY

- 3:30 p.m.– 4:00 p.m. Registration
- 4:00 p.m.– 4:30 p.m. Opening Remarks
Mark Rogers
- 4:30 p.m. – 4:45 p.m. Getting to Know Your Team
- 4:45 p.m. – 5:00 p.m. Team Activity - Come up with a “What Keeps You Up at Night” question from each table
- 5:00 p.m. – 6:00 p.m. Discussion of Team Activity
Greg Fuller & Mark Rogers
- 6:00 p.m. – 8:00 p.m. Product Demonstration & Dinner Reception

THURSDAY

- 6:30 a.m. – 7:30 a.m. Breakfast
- 7:30 a.m. – 7:45 a.m. Reconvene/Recap
Greg Fuller
- 7:45 a.m. – 10:00 a.m. The Foreman’s Impact on Profitability
Mark Rogers
- 10:00 a.m. – 10:30 a.m. Break
- 10:30 a.m. – 11:45 a.m. What Does it Mean to be a Great Foreman?
Greg Fuller
- 11:45 a.m. – 1:00 p.m. Lunch
- 1:00 p.m. – 2:30 p.m. Building Relationships: Communication on the Jobsite
Kevin Dougherty
- 2:30 p.m.– 2:45 p.m. Break
- 2:45 p.m.– 4:00 p.m. Building Relationships: Communication on the Jobsite
Kevin Dougherty
- 4:00 p.m. – 5:00 p.m. Happy Hour/Discussion of the Day
- 5:00 p.m. Evening on Your Own

FRIDAY

- 6:30 a.m. – 7:30 a.m. Breakfast
- 7:30 a.m. – 7:45 a.m. Recap of Thursday
- 7:45 a.m. – 9:15 a.m. Jobsite Technology
Chris Haslinger
- 9:15 a.m. – 9:30 a.m. Break
- 9:30 a.m. – 11:30 a.m. Legacy Leadership
Mark Breslin
- 11:30 a.m. – 1:00 p.m. What Have You Learned to Make You a Better Field Leader?
- 1:00 p.m. Conference Conclusion