



FIELD LEADERSHIP SERIES (FLS)

Leah Gutmann



Mechanical Contractors Association of America, Inc.

1385 Piccard Drive Rockville MD 20850 T 301 869 5800 F 301 990 9690 MCAA.ORG



FIELD LEADERSHIP SERIES (SLS)

Fundamental leadership skills every field leader must know, believe in, and be able to apply in practical and consistent ways to drive long term success for individuals, crews, projects, and organizations.

FLS 100:

The Respected Field Leader

Build trust and respect through the application of servant and situational leadership skills.

FLS 101:

The Respected Field Leader

How to talk so your team will listen, listen so your teams will talk, and build motivation that drives productivity.

- Required DISC Assessment

FLS 102:

Emotional Intelligence

Manage emotions in important and high stakes situations to drive positive outcomes and build motivation in your crews.

- Required Emotional Intelligence Assessment

FLS 103:

Conflict Management

Conflict situations in the field are around every corner. Learn to harness the power of an effectively managed conflict.

FLS 104:

Coaching and Mentoring

Know when to supervise, when to coach, and when to be a mentor to your crews and apply simple techniques to get the best out of those around you.

FLS 105:

The Field Team

Know your teams, their reach, and their impact. Be able to function at a highly productive level and manage your team through tough challenges with success.

- Required Team Style Assessment

FLS 106:

Organize, Prioritize, and Delegate

Learn to be as effective and efficient as possible with the limited time and resources available in a variety of project situations.

FLS 107:

The Business of the Mechanical Contracting Business

Gain a general awareness of how mechanical contracting businesses function, what drives success, and how field leaders can change the trajectory of their projects and even their companies.

FLS 108:

Happiness Skills

How to advocate for yourself, your crew, and manage stress in the most challenging of environments.

All topics can be delivered as stand-alone workshops or combine any number of topics for a full leadership series at a discounted price.

Each topic consists of 4 hours of training and in-class application.

Contact Leah Gutmann at Lgutmann@firstforward.biz for complete class descriptions and objectives.



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About the Instructor:

Leah Gutmann

Leah Gutmann, owner of First Forward Consulting, LLC, specializes in a wide variety of training, program development, and consulting services. Leah is certified to deliver training on a wide variety of leadership and financial topics with a focus on the direct application of skills and abilities unique to the mechanical construction industry. She has over 12 years of experience in the design, implementation and facilitation of educational programs, classes and seminars. Her 20-year career as a CFO and Finance Manager in the mechanical construction industry has given Leah the unique ability to offer training and consulting from a hands-on, in the trenches perspective. Leah currently sits on the Board of Education for the Mechanical Contractors Association of Western Washington (MCAWW) where she offers her expertise on specific industry training needs and cutting-edge trends. She has been an integral part of building complete educational programs and specialized industry classes from the inception phase all the way through delivery. In addition to the MCAWW, a few of Leah's clients include Microsoft, the MCA of Kansas City, the Colorado Association of Mechanical and Plumbing Contractors, MacDonald-Miller Facility Solutions, The Seattle Pipe Trades, Hermanson Company, Dawson Construction, Colorado UA Local 58, and Lexington Plumbing. Being at the forefront in Instructor Training and Design, Leah has helped her clients create and deliver training that is engaging, relevant and impactful to their organizations. She is able to leverage client expertise on any technical or leadership topic and develop content that the instructor is motivated and confident to deliver to their employee groups.

Contact Information:

Contact Leah at **425-985-1787** or lgutmann@firstforward.biz.

About the National Education Initiative (NEI):

MCAA will bring lifelong learning directly to you! The National Education Initiative Seminars are our best MCAA/MSCA programs—brought to your local association or even your company. Our goal is to provide ongoing and advanced education and training in support of individual and association growth across the mechanical contracting industry. We offer standard and custom-designed classes exclusively for your association or company's unique needs and challenges. If you need training quickly or have a large group, we are here to help!

For more information or to schedule a course:

Contact **Priya Nirmal** at **301-869-5800** or pnirmal@mcaa.org.



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