



2017 EMERGING LEADERS PROGRAM

ACEC of Kansas Emerging Leaders Program is for individuals committed to developing their leadership abilities. This program imparts specific skills and competencies identified by top ACEC of Kansas principals as critical for leadership success. These highly interactive sessions are taught by experts in the field of business administration and people management in professional services firms. Session meeting locations and times are listed with the session. This program is only open to ACEC of Kansas member firms. Featured session topics include:

Thursday and Friday, September 14-15, 2017

**Location: Capitol Plaza Hotel
1717 SW Topeka Boulevard
Topeka, KS 66612**

Thursday, September 14, 2017

Orientation –

Scott Heidner, J.D., ACEC of Kansas Executive Director

10:00 am – 12:00 pm

Do you think 20 engineers will be too shy to get to know each other in a short time? Think again! ACEC Kansas Executive Director Scott Heidner will deliver a high energy presentation, and interactive sessions will have class members working and laughing together in no time at all. This critical session sets the stage for class members to work together for the program.

Lunch -

12:00 – 1:00 pm

Leadership -

1:00 – 5:00 pm

Dan Oblinger, Founder, Leadercraft Corporate Education

If you want to be a great leader, you'll want to be a great listener. This presentation helps the participants to diagnose any listening habits that are hindering their ability to communicate well. It provides a practical and effective method of improving listening, negotiating, and leadership. An experienced hostage negotiator will provide a guided tour of the ancient and nearly lost art of listening well.

Reception at ACEC Office

5:30 – 6:30 pm

**825 S. Kansas Avenue, Suite 500
Topeka, KS 66612**

This will include a presentation from Steve Hall, ACEC National Vice President of Government Affairs and other ACEC Kansas leaders.

Dinner as a group: Location TBD

7:00 pm

Friday, September 15, 2017

Business Development –

Mike Lally, PE, PG, Olsson Associates

8:30 - 10:30 am

Instilling and encouraging a strong business development culture in your firm makes great business sense. It can prove to be an important differentiator and can positively influence the firm's project delivery, hiring and recruiting, and career development processes. Developing a business development culture requires understanding the distinction between marketing and business development, exposing false common business development myths, recognizing the many ways in which technical staff can contribute to the business development process, and investing in strategies that yield the highest return-on-investment.

Governmental Affairs –

Kansas Attorney General Derek Schmidt

10:30 am – 12:30 pm

The government's leadership influences the overall business climate and an individual firm's success. Business leaders need to know how to participate effectively in the public arena and build consensus. They also need to understand how government affairs activities can help their business succeed and how to encourage active participation at the grassroots level in the firm.

Voluntary Lunch (*on your own*): Location TBD

1:00 pm

Thursday and Friday, October 19-20, 2017

Location: Hotel at Old Town

830 E. 1st St. N.

Wichita, KS 67202

Thursday, October 19, 2017

Human Resource and Management –

Dan Oblinger, Founder, Leadercraft Corporate Education

1:00 – 5:00 pm

The most critical ongoing discussion managers have is the performance conversation. This session clearly defines the relationship between manager and employee and offers concrete strategies to manage performance, handle workplace issues, and ensure employees are engaged and satisfied.

Dinner as a group: Location TBD

5:45 pm

Friday, October 20, 2017

Risk Management –

Wyatt Hoch, J.D., Foulston Siefkin LLP

8:30 am – 12:30 pm

Carefully wording contract provisions minimizes risk to design professionals. We'll discuss how contract provisions allocate risks between parties and the legal effect of specific contract provisions. Getting contracts right the first time can be the difference between a profitable project and incurring more liability than your firm can afford.

Voluntary Lunch (*on your own*): Location TBD

1:00 pm

Monday and Tuesday, November 13-14, 2017

Location: DoubleTree by Hilton Hotel Kansas City – Overland Park
10100 College Blvd
Overland Park, KS 66210

Monday, November 13, 2017

Economics of Private Practice –

1:00 – 5:00 pm

Lee James, CPA, CBI, CMC Lee James & Associates

The Class will be split into two sections, the first portion will focus on basic finance terms and principles; how companies use these principles to make financial decisions and how they measure their financial success. The second portion of the class will focus on project cost fundamentals, how to interpret project cost information, and what it means to you.

Dinner as a group: Location TBD

5:45 pm

Bowling as a group: Location TBD

8:30 pm

Tuesday, November 14, 2017

Senior Leaders Roundtable –

9:00 am – 12:00 pm

Speakers - TBD

From Management to Leadership – Secrets of Success

Take the opportunity to network with a diverse panel of leading industry professionals. This session will culminate the Emerging Leaders Program experience. The facilitated session gives participants a chance to ask industry leaders questions concerning industry, practices, and management.

Conclusion

Graduation Celebration and lunch

12:00 pm – 1:00 pm

ACEC of KANSAS
REGISTRATION FORM
2017 EMERGING LEADERS PROGRAM
Send in Your Registration Form Today, Space is Limited!
Registration Deadline: May 26, 2017

Participation is limited to 20. You may only register one member from your firm. Registration priority is given to firms that have not participated, length of time since firm last participated and then first-come first-served. A waiting list will be maintained.

- **Cost:** \$1275 per person for attendees. Tuition includes all meeting materials, PDHs, welcome reception, breakfasts, dinners and lunches. Tuition does not include lodging or travel expenses.
- Return the completed registration form via fax, email or regular mail as soon as possible to reserve a spot. If paying for the program by check, that check should be sent with a printed copy of the participant's registration form.
- **Payments/Cancellations/Refunds:** Full payment must be received by July 14, 2017 or registration will be cancelled. Cancellations received from July 15 to August 18, 2017 will receive a 50% refund unless another registrant can be confirmed. Slot may be transferred to another member of the same firm. **No refunds after August 19, 2017.**
- **For Check payments:** Please make checks payable to ACEC Kansas and mail it with this form to ACEC Kansas, 825 S Kansas Avenue, Suite 500, Topeka, 66612.
- If you have questions or would like to add a second individual from your firm to the program waiting list, call Alison Connell at 785-357-1824.
- This program is only open to ACEC of Kansas member firms.
- Attendees must be present at all sessions. If more than half of one session is missed, that session must be attended the following year to graduate. Only the attendee registered may attend the sessions. Substitute attendees will not be accepted. This program is designed and will be most beneficial to those participants with approximately 8-15 years of industry experience. There will be PDH forms available at the end of the program.

ACEC of Kansas
825 S. Kansas Avenue, Suite 500
Topeka, KS 66612
Phone: 785-357-1824
Fax: 785-233-2206

Name of Emerging Leader: _____

Firm: _____

Address: _____

City: _____ State: _____ Zip: _____

Work Phone: _____ Fax: _____

Email: _____

Please list shirt size: _____

MasterCard/Visa #(circle one): _____ Exp Date: _____

Signature: _____