



Wisconsin Chapter

TWO ALL-DAY SESSIONS BEING OFFERED AT THE 2012 ABC WI WINTER CONVENTION

Glacier Canyon Lodge Conferene Center, Wisconsin Dells

Thursday, February 9, 2012

9:30 a.m. to 4:45 p.m.



Foremen Training

- Andy Patron, FMI Consulting

The six most expensive words in the construction industry might be "Put that over there for now." Field managers often find themselves "too busy" to plan when they really must make time to pre-think their work. This foremen training program will provide you with tools for improving your ability to manage projects and thereby influence the profitability of the firm. You will learn about field management obstacles that wipe out productivity and what you can and must do to remove those obstacles. You will review ten things every field manager should consider before they start. You will put these principles into practice during a competitive workshop exercise to test your new skills.



Business Development

- Dutch Hempel, Henry Hempel Associates

Every business needs to attract new business to grow. In this class you will learn how to identify your most wanted clients, produce an effective marketing plan to attract them, and develop effective, results-driven sales-people who will best represent your value and unique services to your clients. This session will give you valuable tools to help you promote and own your place in your industry. Bottom line? You'll create a strong competitive advantage and win the clients you want.

Space is limited for these sessions so make sure you sign up early. Registrants are also able to participate in the Trivia Night Contest being held on Thursday evening. For more information call 608-244-5883. Register online [here!](#) Don't delay!



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The ABC of Wisconsin
2012 Winter
CONVENTION