2018 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 20-21, 2018
Location: Capitol Plaza Hotel
1717 SW Topeka Boulevard
Topeka, KS 66612

Thursday, September 20, 2018
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: Pennant
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.

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.

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.

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.
Thursday and Friday, November 8-9, 2018
Location: DoubleTree by Hilton Hotel Kansas City – Overland Park
10100 College Blvd
Overland Park, KS 66210

Thursday, November 8, 2018
Economics of Private Practice – 1:00 – 5:00 pm
Jenn Tozlian, CPA, KCoe Isom, LLP
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: Garozzo’s Ristorante 5:45 pm
9950 College Blvd
Overland park, KS 66210

Bowling as a group: AMF College Lanes 8:30 pm
10201 College Blvd
Overland Park, KS 66210

Friday, November 9, 2018
Senior Leaders Roundtable – 9:00 am – 12:00 pm
Chris Bohm (Garver), Mike Hess (HNTB), Kevin Honomichl (BHC Rhodes)
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
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 13, 2018 or registration will be cancelled. Cancellations received from July 13 to August 17, 2018 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 18, 2018.**
- **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: ________________________________________________________________________