



San Antonio

CHAPTER

SKILL. INTEGRITY. RESPONSIBILITY.

Leadership Academy of the San Antonio Chapter of AGC

The San Antonio Chapter of AGC is interested in providing leadership, communication skills and customer service training to your up-coming company leaders. The goal is to engage and develop key individuals – the 20 something to 50 something managers – who are or will be leading your company, making proposal presentations, conducting meetings and serving on committees while directing the future of the construction industry. Everyone wins by providing learning opportunities that benefit the individual and your business today, as we strengthen the number of professional ambassadors for our industry's future.

Please complete this form for each employee you have identified as a leader from within YOUR company.

The *Leadership Academy of the San Antonio Chapter of AGC* focuses on key leadership principles and management techniques that benefit your professionals on the job today and prepare them for increased responsibilities in the future. Key training and coaching areas include:

- Remembering Names • Addressing Groups Comfortably & Convincingly • Listening Effectively
- Customer Service Skills • Small-Talk • Memory Enhancement
- Running More Productive and Efficient Meetings • Increased Self-Confidence

See reverse side for dates, location and times.

Leadership Nominee(s)

Name _____ Email _____

Name _____ Email _____

Name _____ Email _____

Company _____

Mailing Address _____

City, State, Zip _____

Return to:
Dana Marsh
AGC San Antonio Chapter
10806 Gulfdale
San Antonio, TX 78216

210.349.4921 | 210.349.4017 (fax) | DMarsh@sanantonioagc.org

Each nominee will receive a short application form from the selection committee.



Be sure your company is represented.

Reply today!

Nuts & Bolts

Twenty candidates will be chosen from the applications received. Depending on circumstances involvement is usually limited to three people per company. In addition to the information on the application, all applicants will be assessed on the following criteria:

- ✓ Demonstrates a notable passion for the profession and would like to seek additional leadership skills.
- ✓ Has the desire and attitude to be a leader in their company.
- ✓ Would be considered a positive and influential ambassador of the San Antonio Chapter of AGC.

Times

Five (5) sessions and graduation, affording time to practice and take care of business between sessions.

Session Dates

Begins **Monday, April 2, 2018**
12:30 pm – 4:30 pm

5 sessions, once a week for five weeks
Ends Monday, April 30, 2018

Materials

- Participant manual session by session
- *Fearless and Persuasive Speaking* (a communication guide for leaders)
- *Becoming an Excellent Listener*
- *Remember Names*
- *Meetings: Shorter Fewer Better*
- *Meeting Minders Poster*
- *Small Talk is a BIG DEAL*
- A framed diploma and class photo

Investment

\$1,150 per person (member)

\$1,350 per person (non-member)

Nominations

Dana Marsh
email

DMarsh@sanantonioagc.org

phone
210.349.4921

HOW WE SOLVE

THE CHALLENGES

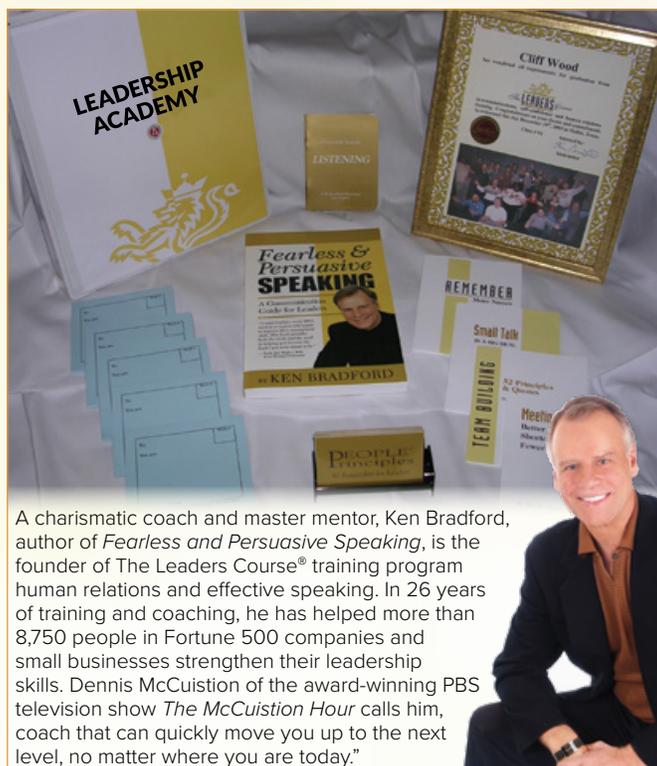
Leadership Academy of the San Antonio Chapter of AGC is the chapter's annual professional development program. The curriculum guides participants to think critically about important issues facing our industry, while preparing them to be leaders in their companies.

Accountability for personal growth. Class members complete a leadership assessment, design goal-oriented assignments, and each session present oral reports on their specific applications. Between sessions, candidates receive telephone coaching from the instructor. Class members report both surprise and delight with the high-energy sessions and new found confidence and communication tools. It's work, It's fun! And it produces leadership skills not found in other training.

PARTICIPANTS WILL LEARN TO

Address to groups comfortably and convincingly

- Remember names of people they just met
- Organize thoughts better under pressure
- Triple listening awareness and technique
- Apply and teach 40 leadership principles for dealing with others
- Reduce conflicts and lower stress
- Discover the keys to building teamwork and morale
- Lead better meetings
- Improve customer service
- Develop more confidence



A charismatic coach and master mentor, Ken Bradford, author of *Fearless and Persuasive Speaking*, is the founder of The Leaders Course® training program human relations and effective speaking. In 26 years of training and coaching, he has helped more than 8,750 people in Fortune 500 companies and small businesses strengthen their leadership skills. Dennis McCuiston of the award-winning PBS television show *The McCuiston Hour* calls him, coach that can quickly move you up to the next level, no matter where you are today."



**Leadership Academy
of the San Antonio
Chapter of AGC**

*Investing in our best
for the future!*

April 2, 2018

San Antonio Leadership Academy Grads say it best...

A real confidence boost! Motivates you to encourage and build those around you.

— **Jackson Nahoum, Guido Construction**

A dynamic course! Impactful for both personal and professional interactions. Brings out inner confidence you had no idea you had. — **T.J. Farmer, Alterman, Inc.**

Improves communication skills at all levels. I took away several lessons that helped me personally.

— **Halie Green, Turner Construction Co.**

I learned to be more concise, to get to the point. — **Desire' McGarvey, Gardner Law Firm**

I never realized I'd been listening wrong all these years. A pathway for anyone wanting to get more out of each conversation and bring more to each presentation.

— **Brandon Eastep, Sundt Construction, Inc.**

It opens new avenues not seen previously and brings to light areas you may have overlooked at needing assistance. — **Chris Doerr, Superior Metal Services**

Provided many, many examples of how to expand my leadership skills, which I will take with me through the remainder of my career. — **Pamela Moczygemba, Joeris General Contractors**

When I first came to the class I was terrified to speak in front of large groups. Now I have the confidence. Helped me in numerous ways. Can't thank you enough. Great for our industry.

— **Carl Koenning, Alterman, Inc.**

More confidence! — **Daisy Gonzales, Choate USA**

There is never an end to learning new ways to be a more effective leader.

— **Amanda Moguel, TDIndustries, Inc.**

The listening techniques here helped and were transformative for me. Thanks AGC for putting this important class together. — **Addisu Negash, Turner Construction Co.**

Will teach you to find confidence you never knew you had. — **Dillon Arends, TDIndustries, Inc.**

Extremely beneficial for young or experienced managers who have lots of face-to-face interaction with peers and partners. — **Eloy Ramirez, Alterman, Inc.**

Very inspiring to watch yourself and your classmates increase their skills and confidence.

— **Andi Galloway, Joeris General Contractors**

Gold card leadership principles are very beneficial with daily situations. Participant buy-in is key and Ken is great at getting people involved. — **Scott Smith, Guido Construction**

The single best course I've taken in my career. Other courses discuss what it takes to be a leader. This one actually gives you the tools and confidence to lead. — **Anthony Calabrese, Project Control**

Terrified when asked to take this course! But I actually enjoyed it and have learned a great deal about how to communicate to clients better which is a big portion of providing quality service.

— **Samantha Haile, Raba Kistner Inc.**

A lot more comfortable interviewing for new projects! — **Chad Dwarshus, Joeris General Contractors**

Dramatic improvement in communications, name remembering, listening and speaking comfort. TD values the course and after taking it I see why. — **Corey Kashuba, TDIndustries, Inc.**

Overcame speaking fears. Now I can read the audience while presenting and adjust my engagement as I speak. Great value for my company. It built my confidence and persuasiveness.

— **Fabian Capra, Turner Construction Co.**

Taught me that leadership is more than having followers. It is about learning to listen and choosing your words wisely. — **Jerry Millership, TDIndustries, Inc.**

Being only 24 years old and inexperienced made me feel insignificant. Now I know if I prepare correctly there is no need to be afraid. — **Michael Villa, VIA Technology**

Came into the class believing my only roadblock to speaking was my volume, but learned there are many other aspects for better communications. Gained lots of tools for leading!

— **Carolyn Perez, Turner Construction Co.**

Truly enjoyed every week! Look forward to using everything you've taught us.

— **Bea Gunderman, Beldon Roofing**

Ken is high energy and keeps you engaged. Great instructor. Great course. Thank you AGC.

— **Tye Burch, Galaxy Builders**

AWESOME CLASS. I'm now comfortable talking to new people and speaking in front of groups. I listen

to co-workers better and run more productive meetings.

— **Ana Ugartechea Garcia, Turner Construction Co.**

Skills not taught in school or college. And we had fun learning them. — **Merary Garcia, TDIndustries Inc.**

Break out of your shell into a new vessel of confidence. — **Robert Huron, TDIndustries, Inc.**

If everyone in our industry would take this class — we could all communicate better.

— **Marco Ortiz, Baker Triangle**

Excellent instructor. A course unlike any I've taken before. A hands-on approach with positive, insightful feedback that inspires you. I will recommend for all our company ambassadors.

— **Casey Pearson, Guido Construction**

I've grown from this experience! Self-confidence and human relation skills greatly improved.

— **Karla Puente, Guido Construction**

Co-workers, friends and even neighbors noticed a change in me. Relationships are everything to our company and this course shows you how to grow and maintain meaningful ones.

— **Jacob Fuentes, Raba Kistner, Inc.**

All around great experience. Valuable investment for companies that care about their people.

— **Jerry Garcia, Sundt Construction, Inc.**