

ACEC Missouri

2019 Future Leaders Academy



ACEC/Missouri Future Leaders Academy (FLA) is for individuals within our member firms who are committed to developing their leadership abilities. This program imparts specific skills and competencies identified by top ACEC/MO 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. Featured session topics include:

Thursday and Friday, March 21-22, 2019

Location: Capitol Plaza Hotel, Jefferson City, MO

Thursday, March 21, 2019

Orientation

10:00 am – 12:50 pm

Scott Heidner, Braden Heidner Lowe & Associates

Do you think 20 engineers, surveyors, architects, or landscape architects of ACEC/MO member firms will be too shy to get to know each other in a short time? Think again! ACEC/KS Executive Director Scott Heidner will deliver a high energy presentation, and this interactive session 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 next nine weeks.

Lunch

12:00 pm – 12:50 pm

Establishing a Firm Culture for Business Development

1:00 pm - 2:50 pm

Mike Lally, Olsson Associates

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.

Listen Like a Negotiator: For Leaders and Managers

3:00 pm – 4:10 pm

Dan Oblinger, Leadercraft

Listening is the foundation for excellence in managing and leading teams. Learn from a trained and experienced hostage negotiator how to listen when it counts.

Listening Lab

4:20 pm – 5:15 pm

Dan Oblinger, Leadercraft

Practical Exercises designed to prepare participants to have courageous conversations as managers and leaders.

Reception at ACEC Missouri Office

6:15 pm – 7:00 pm

This will include a presentation from ACEC and ACEC Missouri leaders.

Dinner as a group at Prison Brews Restaurant

7:15 pm

Friday, March 22, 2019

The Leader's Craft

8:30 am – 9:45 am

Dan Oblinger, Leadercraft

A "nuts and bolts" examination of the best application of listening and negotiating skills to the missions of management and leadership with an emphasis on building excellence in corporate cultures.

Listening Skills Debrief

10:00 am – 11:15 am

Dan Oblinger, Leadercraft

A review of the critical, core tenets of listening and cultural leadership and a comprehensive debriefing from the previous evening's rehearsals.

Governmental Affairs

11:30 am – 12:30 pm

Steve Hall, ACEC; & Scott Heidner, Braden Heidner Lowe & Associates

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.

Wednesday and Thursday, April 17-18, 2019

Location: Sheraton Westport Lakeside Chalet, St. Louis, MO

Wednesday, April 17, 2019

The Art & Science of Storytelling (How to Write and Present Better Than You Ever Thought Possible)

1:00 pm – 5:00 pm

Andy Likes, The Vandiver Group

What is your company story? How do you tell it? Why do you tell it? How do you explain it without the "inside baseball" references, big words and dreaded acronyms? Stories move people! There is a reason you remember school, vacation or family stories from when you were younger. There is a reason you remember exactly where you were when the Space Shuttle exploded, when the first plane hit the World Trade Center or when the Cardinals or Royals won the World Series. Positive, negative or neutral, the right story, with the right Presentation Skills and writing, can be engaging and most importantly, it can be memorable. You can be memorable. This session will explore how to tell your story and how you, as subject matter experts, can be succinct and memorable. From best practice examples to fine-tuning the words that maximize the potential for success, this session will walk you through the art & science of storytelling.

Dinner / Taboo Tournament at O'Fallon Brewery

6:00 pm

Thursday, April 18, 2019

Breakfast

7:30 am – 8:20 am

Contract Language/Risk with Various Project Delivery Methods

8:30 am – 12:30 pm

Robert Staed & Jeff Connelly, Greyling Insurance Brokerage, an EPIC company

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 the contract right the first time can be the difference between a profitable project and incurring more liability than your firm can afford.

Thursday and Friday, May 16-17, 2019

Location: Hilton Garden Inn, Independence, MO

Thursday, May 16, 2019

Economics of Private Practice

12:30 pm – 5:30 pm

Lee R. James, Lee James & Associates

Understanding the role and importance of financial project management is a critical attribute of emerging leaders. It is equally important that they understand fundamental metrics of successful firms, which financial indicators are important and what they mean for future growth. In this session, we will discuss these important financial management issues.

Dinner / Game of Things Tournament at Hereford House

6:15 pm

Friday, May 17, 2019

Breakfast

7:30 am – 8:20 am

Senior Leaders Roundtable

8:30 am – 12:00 pm

From Management to Leadership – Secrets of Success

Moderator: Scott Heidner

Panelists: TBD

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.

Graduation Celebration and Lunch

12:00 pm – 1:30 pm