

LEADERSHIP SUMMIT

Two Dynamic Seminars in One Day

Why Should You Attend?

Attendees will leave the seminar with the ability to:

- Manage Conflict Issues
- Deal with Power Players and Diffuse Conflict
- Effectively Communicate
- Master the Art of Gaining Agreement

**Register
online or call
860.529.5886**

Success Strategies for the 21st Century

The skills needed to achieve success apply equally to people and businesses. Gain the tools you need to maximize your business potential. Discover the 10 steps to an effective personal marketing plan.

Conflict Management

In the nature of business conflict may sometimes happen with customers or colleagues. A clear understanding of how to prevent disagreements from becoming confrontational is required. Learn practical and easy to use skills and techniques to minimize conflict and solve difficult business-related issues.

Thursday, November 29, 2018

9a.m.-4p.m.

**Construction Education Center
35A Robert Jackson Way
Plainville, CT 06062**



ABOUT BARRY ELMS

Barry Elms, president of Strategic Negotiations International, is acclaimed by many as the best business coach on negotiation skills. His speaking career spans over 20 years and over 2000 presentations worldwide. His energetic style and dynamic message will keep attendees engaged and focused. Barry's entertaining and inspiring material is appreciated by a portfolio of clients that includes General Motors, Ford Motor Credit, American Express, Verizon, Skanska USA, Dell Computers and many other leading companies. In addition to being a world class public speaker, Barry is also the author of numerous video and audio programs including: "Negotiate Your Way to Success", "Advanced Negotiation Skills", "Dialing for Dollars" and "The Art of Getting Paid".

Construction Training For Contractors By Contractors

www.thinkconstruction.org

LEADERSHIP SUMMIT

FOR SUPERINTENDENTS, OWNERS, PROJECT MANAGERS,
ESTIMATORS, & EMERGING LEADERS

Program Agenda Morning Session

- Getting Started—How to Embrace Change
- Developing the Knowledge to Outperform Everyone!
- How to Stay Motivated when Times are Tough
- Developing a Winning Attitude
- How to Become a Truly Effective Communicator
- How to Master the Art of Gaining Agreement

Afternoon Session

- The 4 Keys to Managing Conflict with Difficult Customers and Colleagues
- How to Use Emotional Intelligence to Manage Conflict Issues
- How to Control your own Emotions and Deal with the Emotions of Others
- How to Set Aside Conflict and Find Mutually Beneficially Solutions
- How to Deal with Power Players and Diffuse Conflict
- How to Find Creative Solutions to Complex Business Issues

Read what attendees from previous Barry Elms seminars had to say:

“Great Seminar! Normally they are boring and difficult to get through but Barry kept us very involved through his presentation style and voluntary class participation.” -

Keith Corneau, United Steel

“After the first 30 minutes I wanted to call the rest of my company and tell them to get down here immediately.”

Justin Mierzejewski, Mizzy Construction

“Barry was an incredible presenter, very knowledgeable and kept the group engaged. I left this presentation with a new negotiation perspective and outlook.”

Shaun Boughton, C.E. Floyd Company, Inc.

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Registration Form (Fax to 860.846.6929 or mail to 35A Robert Jackson Way, Plainville, CT 06062)

Cost: Seminar Fee - \$250; for Emerging Leaders who have attended 4 CEC/ELG Professional Workshops—\$200

Company Name: _____ Phone: _____

Address: _____ Email: _____

Attendee Name(s):

Payment Method: ☐ Check (Please make payable to CEC)

☐ Please charge my: ☐ American Express ☐ VISA ☐ MasterCard ☐ Discover Card

Account Number: _____ Expires: _____ Security Code _____

Billing Name and Address if different from above: _____