



American Society of Professional Estimator Steel City Summit - Pittsburgh, Philadelphia

Wednesday June 27, 2018

03:00 - 06:00 **Registration**

06:00 - 08:00 **Welcome Reception**

Thursday June 28, 2018

08:00 - 09:30 **Building a Career of Building Others**

Presented by Mark Breslin

This program is built around the idea of having a legacy career. The central concept of the program is for an individual work in a manner that is transformational, not transactional. In society today, transformational thinking and behavior accounts for rapid change and development in the individual, the teams, and the organization where one works. Transformational thinking occurs when serious thought is invested in the ripple effect that one has on fellow workers, work procedures, productivity, and profit. A legacy is built on the long term accounting that comes with the awareness and attention placed upon it; the transformational nature that it generates when goals are aligned with it. For many industries that are mostly transactional – where compensation and opportunity are traded for time and talent – this is a more powerful motivating force that brings purpose into the sphere of influence for workers who may never have even thought of it.

Key components and deliverables for Legacy include:

Creating an acute awareness that personal and professional decision making will define opportunity, earnings, growth and one's career legacy.

Understanding self-directed behavior and how to create your own direction, even when challenged by a culture that does not always support it.

Utilizing positive communication in the enhancement of teamwork and improvement of processes and productivity.

Promoting mentorship and generational informational exchange; especially in different phases of one's career.

09:30 - 10:30 Quantity Survey: Introduction

10:45 - 11:45 Quantity Survey : Architectural + Structural

12:00 - 01:00 Quantity Survey : MEP

02:30 - 03:45 RACI: Taking a project from Conceptual Estimate to Completion

Presented by Brian Wright, CPE

“RACI”, A Responsibility Matrix is the foundation for our training and change management”. Understanding hands on is how we learn, Brian will take you through a real example session creating a RACI responsibility matrix that you can take back to implement immediate culture change in your company.

4 Learning objectives:

Creating a Responsibility Matrix for education and process improvement

Change Management

Creating a High Performing Team

Culture Change

04:00 - 05:30 To Be Announced

Friday June 29, 2018

08:00 - 09:00 Strengths Finders

Presented by Brent O'Bannon

09:30 - 10:30 Building a Succession Plan

Presented by Scott Lesnick

Developing Future Estimators

Start early! The need to plan early and the benefits of doing so.

Develop your future leaders before their manager retires.

Be flexible. Succession planning is not carved in stone. It a continuing conversation.

Understand the importance of a structured transition plan and how to build one.

10:45 - 11:45 Mentoring Your Replacement

Presented by Scott Lesnick

Building Talent, Supporting Staff, and Growing Productivity

Uncover the importance of Mentoring - Why it works.

Discover and understand the Mentoring process.

Discover the 4 main benefits of Mentoring.

5 things your Mentoring program must have.

12:30 - 02:00 Lunch Keynote

Presented by Evans Nwankwo, CPE

**02:00 - 04:30 Improv Skills for Workplace Communication +
Team Building**

Presented by Steel City Improv Theater

06:00 - 10:00 Awards Dinner: Celebrating ASPE

Saturday June 30, 2018

09:00 - 10:00 Fiduciary Responsibility in Estimating

Presented by Ujval Yvas

10:00 - 10:15 Regional Breakouts

10:15 - 11:15 Closing Keynote

Presented by James Benham

11:30 - 12:30 State of Society : Board of Directors

01:30 - 02:20 Regional Breakouts

06:00 - 10:00 President's Party @ PPG Aquarium

Shuttle Service to President's Party runs from 6:00 - 7:00
