

IMPACT PROFESSIONAL DEVELOPMENT COURSES



HENDERSON



IW Local 416/433 Training Center, 960 Wigwam Parkway, Henderson, NV

JANUARY 2018 OFFICIAL COURSE SCHEDULE

"This is a great class. Only an hour into a new day our guys have a different attitude. They are happy, engaged and energetic. I cannot recommend this class highly enough."

- Kelly Huestis, VP of Field Operations,
Apex Steel, Inc (Improving Communication Skills)



"This is a good course, letting members further their education and take steps in the right direction toward leadership roles."

-Thomas Nichols, Journeyman,
Local 769 (Superintendent Training)

IMPACT launched its new Winter Training Program last January in response to members' needs for educational opportunities during the slower winter work season. The program provides members with an opportunity to sharpen their skills in business, technology, leadership and communication while networking with other members and industry experts. Members may choose from a selection of 8 courses.

CONSTRUCTION CONTRACTING BUSINESS FUNDAMENTALS ACADEMY TRACK 1: ESTABLISH YOUR BUSINESS JAN 22-26, 2018

This is a 5-day intensive program for current and future ironworking contractors who want to develop or improve the skills needed to start a contracting business or strengthen an existing business. Participants will learn to:

- Select a business model
- Develop a business plan
- Prepare to obtain financing
- Set up an accounting system & collect money from customers
- Identify insurance requirements
- Understand contract terms and conditions

The program provides a business foundation to strengthen a contractor's ability to be profitable during the early startup stage of the company and become firmly established as a successful contractor. The program agenda will cover:

Monday: Developing a Business Plan / Startup Funding & Financials

Tuesday: Accounting Fundamentals

Wednesday: Insurance Requirements

Thursday: Understanding your Construction Contract

Friday: Getting Paid

ADVANCED LAYOUT AND TOTAL STATION JAN 22-26, 2018

This 5-day course is designed to prepare ironworkers for advanced layout principles and practices. Course content is based on the Iron Workers Advanced Layout and Total Station training package and consists of classroom lecture, knowledge and performance assignments and tests. Participants will learn:

- How to apply related math skills
- How to use the Cartesian Coordinate System
- How to convert print dimensions to coordinates
- How to perform layout using a total station

Prerequisites: Participants must have a working knowledge of basic trigonometry. They must also have completed the Iron Workers Introduction to Layout training or have experience performing jobsite layout and calculations. After registering, **participants will be sent a book and instructions on pre-course work that must be completed, and participants must purchase a Calculated Industries 4080 Construction Master Pro Trig Calculator.**

SUPERINTENDENT TRAINING

JAN 22-24, 2018

This 3-day course is designed to develop skilled ironworker superintendents. Participants will learn the roles and responsibilities of the superintendent as well as how to manage project schedules, information, people, the job site and safety. Participants will also learn communication skills, how to close out a project and basic construction finance and law.

This course is designed for journeyman ironworkers who have completed the Level 1 Superintendent Training for Ironworkers course and have either taken the Foreman Training course or have experience as a foreman, general foreman or superintendent. All participants must be sponsored by their employer or local union.

To register, the employer or local union must provide the following information to Liz Harvey at eharvey@iwintl.org or (202) 383-4809:

- Name
- Address
- Phone number
- E-mail address
- Local union number
- Employer
- Current position with the employer
- Sponsor (name of employer or local union number)

PROJECT LEADERSHIP AND PROJECT MANAGEMENT

JAN 22-23, 2018

This 2-day course focuses on how to provide both project leadership and project management. Explore the differences between Project Witnesses and Project Leaders and how contractors can foster these behaviors within their Project Managers to build best-in-class performance. Participants will learn:

- Collaborative negotiating
- How to identify and track project key performance indicators
- How to improve communication skills
- How to become a better leader through mentoring, coaching, and performance management.

This course will also focus on:

- Building and creating powerful project teams
- Planning projects to maximize profits and customer satisfaction
- Understanding financial controls to enhance performance
- Developing profitable long-term customer relationships.

WIN MORE WORK: NEGOTIATING STRATEGIES TO BOOST MARKET SHARE

JAN 24, 2018

This one-day course will increase the effectiveness of your team in working with current and future customers to increase sales opportunities that result in win/win situations for all parties. Emphasis will be placed on:

- Critical elements of negotiation
- The best negotiation structure
- Effectively dealing with quality, service and price issues
- When and when not to negotiate
- Negotiation strategies
- Successful negotiation skills.

Exercises, group interaction, and practical application will form the basis for the transfer of knowledge from the classroom to the field.

IMPROVING COMMUNICATION SKILLS (2-DAY) **JAN 25-26, 2018**

Most industry studies show that effective communication skills are a top factor in business success. This 2-day course will identify techniques for improving communication with your customers and present proven communication tools that will enhance your personal communications skills. In this course you will learn:

- How to improve the odds that your message will be received as intended
- How to structure your message for maximum impact
- Techniques for responding well to hostile questions
- Approaches for better understanding verbal and non-verbal communications
- How to use different communication styles and approaches to match each unique situation

Participants will practice each method for maximum effectiveness and will learn to communicate effectively in all situations.

BLUEBEAM REVU BASICS FOR WINDOWS AND IPADS **JAN 25, 2018**

This is a 1-day course that teaches Bluebeam Revu for Windows, followed by a brief session on using Bluebeam Revu for iPads. Learn to use Bluebeam Revu for Windows to organize, mark up, edit and track comments in a PDF drawing set using your Windows computer or device. See how to create and batch PDFs from MS Office and Outlook, convert Windows files to PDF, use Automatic Form Creation and use Batch Link® and Batch Slip Sheet. Learn how to manage documents using Studio Projects, collaborate in real time using Studio Sessions and see how Revu can help you organize and manage your documents over the course of a project. You will also learn how to use markup features of Bluebeam Revu for iPads.

PRE-REQUISITE: Participants must have experience using a Windows-based computer, bring their Windows-based device to the course and download the free 30-day trial of Bluebeam Revu Extreme from the Bluebeam website: <https://www.bluebeam.com/trials/>. Individuals who wish to learn Bluebeam Revu for iPads must also bring their iPad with them and download the Bluebeam Revu App from the App Store (\$10). **No computers will be supplied, and the course will not be taught in a computer classroom.**

MEASUREMENTS AND TAKEOFF USING BLUEBEAM REVU FOR WINDOWS **JAN 26, 2018**

In this 1-day course, you will learn how to use Bluebeam Revu for Windows built-in measurement tools for takeoffs and how to export data for estimation. Also see how to perform more efficient takeoff workflows using new measurement features in Revu eXtreme 2017. Participate in a demonstration of Steel Estimating Solutions' Steel Erection Bid Wizard and how it interacts with Bluebeam Revu.

PRE-REQUISITE: Participants must have experience using a Windows-based computer, bring their Windows-based device to the course and download the free 30-day trial of Bluebeam Revu Extreme from the Bluebeam website: <https://www.bluebeam.com/trials/>. **No computers will be supplied, and the course will not be taught in a computer classroom.**

IMPACT will be offering similar training opportunities across the US and Canada throughout the year. Please visit the events page on the IMPACT website for a list of up-to-date training opportunities.

Contact Dr. Cindy Menches at 800-545-4921 with questions about this program. We hope you'll take advantage of this new IMPACT benefit and look forward to seeing you in January!

**To register, go to bit.ly/IMPACT-Events
or scan the QR Code.**

