Develop Your Foremen to Increase Your Profit and Market Share

Nic Bittle
Author, Speaker, Consultant

This session is eligible for
1 Continuing Education Hour
and 1 Contact Hour.

To earn these hours you must:
- Have your badge scanned at the door
- Attend 90% of this presentation
- Fill out the online evaluation for this session
Learning Objectives

• How to best develop your workforce for continued success.
• The three mistakes we are all making with our current training models.
• The five steps any contractor can take that can have an immediate impact on your bottom line.
• How to accomplish all of this on a minimal budget.

Getting Started

• How did we get here?
• What did we learn along the way?
Common sense is not a gift, it’s punishment. Because you have to deal with everyone who doesn’t have it.

3 Mistakes We Are All Making

Traditional Education Methods
- Once or twice a year
- Seminars in a classroom
- Drinking through a fire hose
Mistakes Were Made

Seminar/Flood Information
Drip Information

- Slow
- Consistent
- Deliberate
- Reinforced
All About ROI

Show Me The Money!

5 Steps You Can Take

- Get your foreman involved
- Identify what they need to develop their crew
- Give them the tools
- Set it & forget it
- Get started now
Next Steps

- Develop a curriculum yourself
  - Keep it simple
  - Put it on auto pilot
- Work with a company that specializes in developing your workforce

Test Drive

NECA

95577
Develop Your Foremen — Increase Your Profit and Market Share!

Nic Bittle
405-818-6552

Questions?

Don't Forgeté
Â 10:15 -11:30 am Opening General Session
Â 11:30 am-5:00 pm NECA Show