



**Nationally Acclaimed Presenter**

Thomas L. Williams, PE, MCAA Past President  
MCAA Instructor in Project Management

**REDUCE  
COSTS**

## A Project Profitability Seminar **1**

*Company principals, top executives, and key project management staff are the primary candidates for the Project Profitability Seminars*

These MCAA seminars are designed to help you improve jobsite and office productivity, while helping you enhance the value you deliver to your customers. These seminars will help you better understand the nature of productivity, determine what you can do to improve it, and help you identify and turn around jobs that are “going bad.”

**Course:** **Lessons Learned from the Most Productive Foremen**

**Where:** MCA Detroit

14801 W 8 Mile Road, Detroit, MI

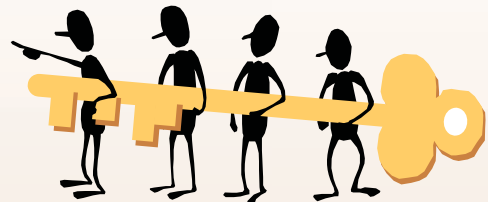
**Date:** Tuesday, October 12, 2010

**Sign-in:** 7:30 AM

**Time:** 8:00 AM - 3:30 PM

**Cost:** \$100 per person

*Continental breakfast and lunch included*



### **What others said about this course**

*“Best damn seminar I  
ever attended.”*

*“Seminar did not meet  
my expectations...it  
far exceeded them.”*

*“This was a class on  
personal change;  
never been to one of  
those before.”*

This course will be taught emphasizing the actions that produce continued jobsite success. They include: seeking win/win relationships, prioritizing jobsite activities, effective negotiation, and the power of synergy. Discussion will include individual spheres of influence and how each foreman can influence his local union, those who work for him and himself to ensure that dramatic improvements are made.

### **METHODOLOGY**

Each learning session will use group study to reinforce the lessons learned. Participants will work in teams of six to eight members. Solutions to job problems will be developed and discussed by the teams, and then presented to the entire class.

**REGISTER TODAY**

Mechanical Contractors Association of America NEI Programs

## INSTRUCTOR BIO

Thomas L. Williams, PE was MCAA President in 2003. He recently retired from McKenney's, Inc., a multi disciplined construction and engineering firm based in Atlanta, and serving the Southeast. During Tom's thirty-one years with the company, McKenney's annual revenues grew from \$3 million dollars to \$145 million dollars. Tom's passion for teaching industry professionals how to improve both their hard and soft skills is well known throughout MCAA. He has taught at MCAA's Institute for Project Management and the Advanced Institute for Project Management (AIPM), as well as developing curriculum for the AIPM. He also helped design the case study and teach at MCAA's Project Performance Conference. His seminars make extensive use of case studies and real project examples. They focus on improving both jobsite and office productivity, while adding value to the construction process.

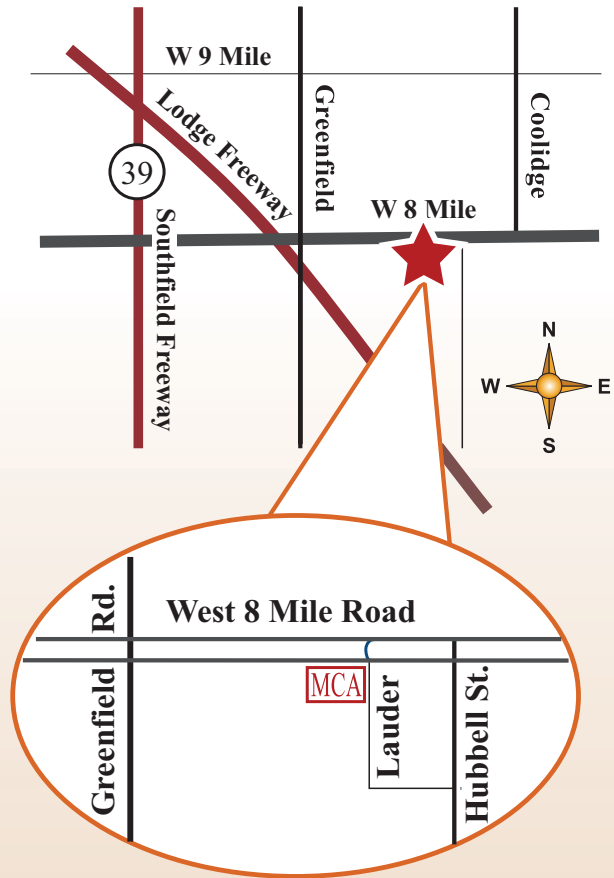
**Seminar: Lessons Learned from the Most Productive Foremen**

**Date:** Tuesday, October 12, 2010

**Schedule:** 7:30 AM - Registration / Breakfast  
 8:00 AM - Seminar  
 12:00 PM - Lunch  
 12:30 PM - Seminar resumes  
 3:30 PM - Close

**Cost:** \$100 per person  
*Includes continental breakfast & lunch*

## SEMINAR LOCATION



## REGISTRATION - Seminar 1 on October 12, 2010

Full registration refunds may be obtained if MCA Detroit is notified of your cancellation 7 business days prior to seminar date. Contact Cassie Mudloff at (313) 341-7661 ext. 205 or e-mail to [cmudloff@mcadetroit.org](mailto:cmudloff@mcadetroit.org) with any questions or changes in registrations.

Please copy this form for additional registrations. Checks should be made payable to MCA Detroit IPF. Copy the form for your records and mail check and completed registration form to: MCA Seminars, 14801 W 8 Mile Rd, Detroit, MI 48235

NAME

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COMPANY OR AFFILIATION

CONTACT PERSON OR SUPERVISOR

ADDRESS

CITY / STATE / ZIP CODE

TELEPHONE NUMBER

E-MAIL ADDRESS IF AVAILABLE