

## *Builders' Super Week Course Summaries*

**Day 1: March 8, 2017**

### **Fall Prevention – WorkSafe BC**

Did you know that falls are a leading cause of serious injury in the construction industry? Don't miss this half-day workshop where you'll learn about fall protection solutions and ways you and your crew can stay safe when working at heights.

This session will cover:

- Responsibilities for fall prevention in the construction industry;
- The key points for planning your protection needs for each project; and
- Ladder and scaffolding safety in construction.

### **Contract Law – Andrew Beesley**

As the construction industry continues to evolve, so will the legal environment that supports the construction business. Participants will be educated & also updated on the topics listed below, to ensure they are armed with the most recent knowledge in these areas of construction & contract law.

This session will cover:

- Essential elements of a contract;
- Review of latest updates in builder's liens and collection practices in B.C.;
- The difference between a non-binding agreement and legally enforceable contract; and
- Contractual tricks and traps frequently encountered in the construction industry.

### **Marketing and Business Management – Timothy Yeung**

The first part of this session will cover strategic marketing solutions in the 21<sup>st</sup> century that are available to every small business owner. In addition, participants will learn more about brand management and new branding tips that will strengthen your business' efficiency & profitability.

The second half of this session will cover key business risks to be aware of throughout the life cycle of the small business. By learning about these sorts of risks, and how to mitigate them, participants will be better equipped to focus on the success of their company.

## **Hiring Professionals and Employees – Katya Wilson**

Hiring the right employees can help your firm be more successful. If you've struggled to get the right people for the job you're not alone. Come and learn how good hiring practices can help you and your business.

This session will cover:

- How to identify the type of employee you need, and what to look for.
- Recruitment best practices for both senior staff and contract employees.
- The recruitment process from a good job posting to effective interviews.
- What resources you should use to recruit your next employee.

**Day 2: March 9, 2017**

## **Building Science 101 – Hamid Heidarali**

This interactive presentation will introduce building science principles in the context of building envelope assemblies. Topics that will be covered include:

- Examples of building envelope failures, and the reasons behind them;
- Building envelope and its impact on thermal comfort, and indoor air quality;
- Examples of poor, good, and best building envelope practices, and how they compare from the performance standpoint;
- Working with an energy advisor; and
- Energy efficiency and certification programs.

## **Employment Law – Karla Gonzalez**

This workshop deals with common law legal principles and statutes that govern the employment relationship. Students will explore issues relating to employment law and the employment relationship from the perspective of managers, employees, and human resource professionals.

This session will focus on:

- How to recognize legal issues as they arise in the employment context;
- The practical application of employment statutes and regulations;
- How to implement workplace policies that meet the legal requirements;
- Current trends in employment law; and
- How to avoid potential legal problems.

### **Dealing with Anger: Managing Ourselves in Tough Situations – Adam Rollins**

The multimedia workshop will provide participants with a better understanding of what anger is, what the effects are on ourselves and others, how to manage anger in tough situations and strategies for resolving conflict. Participants will learn how to manage triggers, different approaches to difficult situations, and collaborative conflict resolution methods. The workshop will also include class participation, with questions and real life examples.

### **Supervising Others – Roy Johnson**

This dynamic and interactive multi-media workshop is for those in or aspiring to leadership positions with little or some supervisory experience. Participants will leave energized to implement the practical strategies right away to engage workers to ensure success.

This course has the following learning objectives:

- understand our own styles and how these interact with others;
- learn about empowerment and motivation;
- build skills for effective delegation and supervision;
- develop techniques for ensuring feedback promotes positive changes;
- overcome barriers to getting results; and
- become an effective supervisor, coach and mentor.

### **Day 3: March 10, 2017**

### **Radon Awareness – Britt Swoveland and David Innes**

Radon is responsible for thousands of lung cancer deaths every year. Radon is present in all buildings to some degree. The hazard can be prevented during construction and in the way we maintain our homes, schools and workplaces. This presentation will cover the basic facts and how to avoid this serious air quality and health issue. We will cover what radon is and the health risk, radon mapping and examples of indoor radon studies in BC, building code changes and radon legislation across Canada, radon detection and measurement options, and provide a comprehensive description of mitigation methodologies and solutions.

### **Professional Selling for Builders – Danny Kerr**

Entrepreneurs work incredibly hard to find leads and sit down with the right prospects. After all this work, it's imperative to know how to sell your product or service like a professional. To avoid lost sales or clients with buyer's remorse a set sales process must be followed.

In this session you will:

- Learn about the 5-step process to selling like a pro;
- Build your sales process to match these 5 steps; and
- Learn how to handle objections like a pro.

## **ENERGY STAR Builder Training – Richard Kadulski**

ENERGY STAR® is a new labelling program to qualify higher performance houses, and is part of an international labelling system that consumers recognize. Participants will learn what is required in building an ENERGY STAR qualified home including air changes per hour, EnerGuide Rating and mechanical requirements. Participants will also learn about the administrative procedures for enrolling a home to meet the ENERGY STAR qualification as well as information on new incentive programs aimed at ENERGY STAR qualified homes. Once the training is complete, participants can apply for their ENERGY STAR license and will gain access to consumer focused marketing tools, provided nationally, to promote the ENERGY STAR for New Homes initiative.

## **Strategic Planning – Danny Kerr**

Are you too busy to plan out your business' goals? It's a new year and time to look to the future. If you have yet to build your 2017 strategic plan, you need to be in this session.

This session will cover:

- The fundamental tools of Priority Management to keep you proactive instead of reactive;
- A proven system to break down your annual goals into daily tasks so that you can minimize daily distractions; and
- A proven system to hold accountability to your goals.