



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Ohio

2019 RISING LEADER PROGRAM

DEVELOP YOUR FUTURE LEADERS BY EXPOSING THEM TO:

ALL SESSIONS HELD AT ACEC OHIO: 1650 LAKE SHORE DRIVE, SUITE 200, COLUMBUS, OH 43204

TUESDAY, AUGUST 27, 2019

ORIENTATION: 2:00PM-4:30PM

OHIO BAR ASSOCIATION, 1700 LAKE SHORE DRIVE, COLUMBUS, OH 43204

DINNER: 5:30PM-7:30PM

TBD

WEDNESDAY, AUGUST 28, 2019

8:30AM-3:00PM

SESSION 1: HUMAN RESOURCES & EMPLOYMENT LAW FOR NEW MANAGERS

SPEAKERS: PART I: TONY COMELLA, PART II: BRAD BENNET, ZASHIN & RICH

PART I: REVIEWING THE 3 TYPES OF HUMAN RESOURCES: TACTICAL, BUSINESS PARTNERS & STRATEGIC. DISCUSSION ON PERFORMANCE MANAGEMENT, SOURCING & SELECTION
PART II: AN OVERVIEW OF A DEFENSIBLE INTERVIEW & SELECTION PROCESS, INCLUDING USAGE OF SOCIAL MEDIA. THE IMPORTANCE OF USING A PERFORMANCE EVALUATION “PROCESS” & MORE!

WEDNESDAY, SEPTEMBER 25, 2019

9:30AM-2:30PM

SESSION 2: LEADERSHIP & INFLUENCE

SPEAKER: DAN OBLINGER, LEADERCRAFT

THIS WORKSHOP IS A BLEND OF LECTURE AND SMALL-GROUP EXERCISES DESIGNED TO BUILD NEW SKILLS IN LEADERSHIP COMMUNICATION, PERFORMANCE MANAGEMENT, AND CULTURE LEADERSHIP. THE FOUNDATION IS THE ACTIVE LISTENING SKILLS USED BY HOSTAGE NEGOTIATORS TO GAIN TRUST AND EXERT INFLUENCE IN CRITICAL INCIDENTS.

THURSDAY, OCTOBER 24, 2019

9:30AM-2:30PM

SESSION 3: SELLING YOURSELF & YOUR TEAM

SPEAKER: MARIE KEISTER, MURPHY EPSON

LEARN HOW TO SELL YOURSELVES AND YOUR TEAMS TO CLIENTS – WHAT CLIENTS REALLY WANT TO KNOW; HOW TO BUILD POSITIVE, LONG-TERM RELATIONSHIPS; AND HOW TO PREPARE/PRODUCE WINNING PITCHES. THIS WILL SHARE REAL-WORLD EXAMPLES AND INCLUDE INTERACTION WITH SUCCESSFUL BUSINESS DEVELOPMENT PROFESSIONALS.

THURSDAY, NOVEMBER 21, 2019

9:30AM-2:30PM

SESSION 4: RISK MANAGEMENT

**SPEAKER: PAULA SELVAGGIO, OSWALD COMPANIES &
DAVID PATTERSON, WESTON HURD LLP**

THIS SESSION WILL COVER: ETHICS AND CASE STUDIES, PROFESSIONAL LIABILITY- THE BASICS, CONTRACT AND NEGOTIATION STRATEGIES, DOCUMENTATION AND RECORD KEEPING, OWNERSHIP AND RISK

WEDNESDAY, DECEMBER 18, 2019

9:30AM-2:30PM

SESSION 5: PRACTICE ECONOMICS & THEIR USE

SPEAKER: JASON BAINTER & SCOTT SUTTON, SOMERSET CPAS

FINANCIAL STATEMENT: THE BASIC STATEMENTS, HOW TO READ AND INTERPRET THEM, RATIOS AND KEY FINANCIAL INDICATORS TO YOUR FIRM

OVERHEAD RATE: HOW IS IT CALCULATED, WHAT IS IT USED FOR, WHAT IS YOUR PERSONAL IMPACT ON THE RATE, HOW TO BETTER DOCUMENT TO INCREASE THE COMPANY'S RATE

THURSDAY, JANUARY 23, 2020

9:30AM-2:30PM

SESSION 6: STRATEGIC BUSINESS PROCESSES

SPEAKER: ANN GALLAGHER, GALLAGHER CONSULTING GROUP

THIS SESSION WILL REVIEW SWOT ANALYSES, DEVELOPING SHORT-TERM (BUSINESS) AND LONG-TERM (VISION) PLANS, STRATEGIC MARKETING PLANS-FORECASTING FUTURE TRENDS, STAFF DEVELOPMENT/ SUCCESSION PLANNING, YOUR ROLE IN GOVERNMENT AFFAIRS AND MORE!

ABOUT THE FACILITATOR:

SCOTT HEIDNER, SENIOR VICE PRESIDENT, BRADEN HEIDNER & LOWE ASSOCIATES:

SCOTT IS THE SENIOR VICE PRESIDENT OF BRADEN HEIDNER LOWE & ASSOCIATES, JOINING THE FIRM IN 2001 AND BECOMING A PARTNER IN 2015. HE IS A GRADUATE OF THE UNIVERSITY OF KANSAS WITH A BS IN POLITICAL SCIENCE, AND A GRADUATE OF THE UNIVERSITY OF KANSAS SCHOOL OF LAW. SCOTT SERVES AS EXECUTIVE DIRECTOR OF SEVERAL TRADE AND PROFESSIONAL ORGANIZATIONS, AND HAS ALMOST 20 YEARS OF EXPERIENCE AS A GOVERNMENT AFFAIRS PROFESSIONAL. A NATIVE KANSAN, SCOTT IS A PAST BOARD MEMBER OF THE BOYS & GIRLS CLUB OF TOPEKA, A PAST PRESIDENT OF THE TOPEKA JAYHAWKER CLUB, AND A PAST PRESIDENT OF THE DOUGLAS COUNTY HUMANE SOCIETY. HE IS A 2006 GRADUATE OF THE LEADERSHIP KANSAS PROGRAM, WINNING THE PRESTIGIOUS "DISTINGUISHED LEADERSHIP AWARD" FOR THAT CLASS.