

Atlanta & Georgia Chapters

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Tuesday, February 7

Luncheon Meeting



Independent Electrical
Contractors

Embracing Your Changing Role as an Electrical Contractor

Presented by Trudy Shay Petty, Petty & Associates

Today's electrical contracting business is far different than it was 20 years ago, 10 years ago, 5 years ago and even a couple years ago. Some of these changes include technology, product, customer, and the workforce. Demands on your time are greater than ever before to perform your job exceptionally well. The need for production and efficiency improvements has never been greater. For IEC members in leadership/management roles, training and growing supervisors, developing the next generation of leaders who will succeed you, and finding quality workers are both urgent and important priorities.

Knowing these changes are a constant and not going away anytime soon, the role and therefore the skills and management techniques of contractors must also change. However, as we know, most of us are not so accepting of change and find it easier to maintain the status quo.

This session will address steps you and your team can take to embrace your changing roles and adapt to the changes within our industry. You will also walk away with examples of steps you can take to act on immediately to address some of the changes and business issues impacting your role and company.

Presenter Bio: Trudy Shay Petty is owner of Petty and Associates, a Houston-based management consulting firm founded in 1989. For the past 23 years, she has worked primarily with companies and organizations in the design and commercial construction industry including a nine year engagement with AGC Georgia. Both general contractor and subcontractor firms benefit from her marketing/business development and communication services, consulting and training/skill development services, consulting and training/skill development services, and leadership coaching services.

11:30 Networking, 12:00 Lunch & Program

1:30 Development Council Meeting

IEC Training Center, 2nd Floor Conference Room
4500 Winters Chapel Rd., Atlanta, GA 30360

Register Now

Name(s) _____

Company _____

Fax to 770-242-9994. call 770-242-9277 or email: niel.dawson@iecatlanta.org

\$15 Per person, \$25 per Atlanta contractor company not attending.

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