

INSTRUCTORS:

Robin Cowper has over 15 years of experience in the mechanical contracting industry and currently serves as the Director of Operations for the Mechanical Contractors Association of Western Washington. Robin has a background in business and language and became a certified Fierce® facilitator in July, 2014.

Leah Gutmann, owner of First Forward Consulting, specializes in a wide variety of training, program development, and consulting services including communications, leadership, strategic planning, and finance. She has over 10 years of experience in the design, implementation and facilitation of educational programs, classes and seminars. Leah has been a certified Fierce® facilitator since 2014.

ADDITIONAL MCAWW EDUCATIONAL OPPORTUNITIES

PROJECT MANAGER CERTIFICATION

- CPM-1
- CPM-2
- CPM-3

TECHNICAL TRAINING SERIES

- Intro to HVAC
- HVAC Engineering
- Plunging into Plumbing
- The Last 10%
- Introduction to Hydronics & Steam

ADDITIONAL PROGRAMS

- Mechanical Contracting Leadership (MCL)
- Mechanical Service Professional (MSP)

SAMPLE SEMINARS

- Business Writing
- Change Orders/The Real Cost of Changes
- Making Your Service Business More Predictable
- PM Documentation
- Predictive Maintenance Technologies
- Project Planning for Foremen
- Proposal Writing
- Union Payroll Trust Reporting

For more information, please contact Tamara Butler, Director of Education at (206) 442-9029, or via email at tbutler@mcaww.net.

MCAWW BOARD OF EDUCATION

Maria Boyer (Chair)
MacDonald-Miller Facility Solutions

Ty Baldi
Ferguson Enterprises

Bryan Eppler
University Mechanical Contractors, Inc.

Leah Gutmann
First Forward Consulting

Stephen Hengl
Hermanson Company

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McKinstry Co.

Kelly Peterson
Holmberg Company

BOARD OF EDUCATION MISSION

Providing MCAWW Members innovative,
meaningful learning opportunities

Knowledge ~ Growth ~ Respect

*MCAWW educational programs are open to
Western Washington Mechanical Contracting Industry
Improvement Fund contributors.*



Mechanical Contractors Association
WESTERN WASHINGTON

MCA of Western Washington

1100 Olive Way, Suite 1250, Seattle, WA
Tel. (206) 442-9029 ~ Fax (206) 442-9364 ~ www.mcaww.net



FIERCE CONVERSATIONS

**POSITIVE CHANGES THROUGH
POWERFUL COMMUNICATION**

#501-18



April 5 & 6, 2018
7:30 a.m. - 3:30 pm

Presented by



Mechanical Contractors Association
WESTERN WASHINGTON

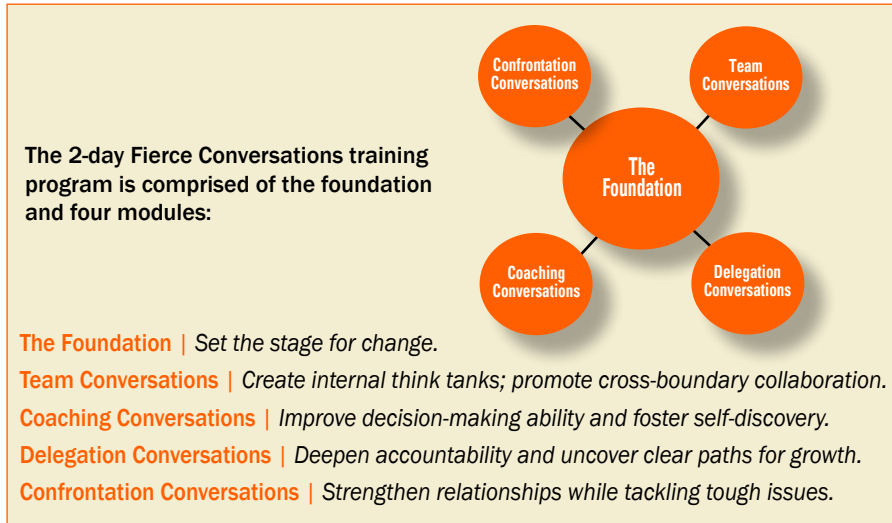


WHAT IS "fierce"?

To be fierce means to be authentic, present, and real in day-to-day conversations. Real can be scary. Yet it is the unreal or missing conversations that are costly—in terms of morale, engagement, and performance.

Are you and those around you openly discussing the most important issues... right now? Or is lack of communication putting your goals at risk?

As a leader—of projects, programs or people—your central function is to ensure conversations drive results, inspire innovation, and support necessary change.



Fierce training is unique because:

- You use real issues to learn the frame work and connect emotionally.
- You practice your most critical conversations with other professionals and gather feedback.
- You explore possibilities and leave the session with a game plan for moving forward.

SCHEDULE & LOCATION
 April 5 & 6, 2018
 7:30 a.m. - 3:30 p.m.

MCAWW Training Center
 1100 Olive Way, Suite 1250, Seattle, WA 98101

Registration includes class materials, breakfast, beverages and snacks; lunch on your own.

Registration Deadline: March 12, 2018

REGISTRATION FORM - FIERCE CONVERSATIONS #501-18

(All fields are required; incomplete applications will not be processed).

Name: _____ Title: _____

Firm: _____

Contact Information

Work Phone: _____ Cell: _____

Email: _____

Years of Experience

In the industry: _____ In current role: _____

Supervisor Contact Information

Name: _____ Email: _____

Check here if you require special accommodations under the American with Disabilities Act. Indicate if you have dietary restrictions or food allergies:

Check here to opt in to the MCAWW E-Newsletter and stay current on all upcoming classes and events

REGISTRATION INSTRUCTIONS

1. Mail completed registration form with payment to MCAWW.
2. If you prefer to pay by credit card, please email or fax the form and call the MCAWW office at (206) 442-9029.
3. **Registration form must be received by March 12, 2018.**
5. Class limited to 20 participants (number of attendees per firm may be limited).

MCA of Western Washington occasionally videotapes, records or photographs events for the purpose of responsibly promoting the association and/or attendance at future events. By registering for this event you agree to allow us to use your name and likeness for such purposes.

Via Fax
 (206) 442-9364
 Attn: Tamara Butler

Via Mail
 MCA of Western Washington
 1100 Olive Way, Suite 1250
 Seattle WA 98101

Via Email
 tbutler@mcaww.net

DO YOU NEED A FIERCE CONVERSATION?

YES NO