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education
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BRINGING WORLD-CLASS EDUCATION TO YOUR LOCATION

FIELD & FOREMEN LEADERSHIP DEVELOPMENT (FFLD) SEMINARS

FOR CONSTRUCTION

Mark Rogers



Mechanical Contractors Association of America, Inc.

1385 Piccard Drive Rockville MD 20850 T 301 869 5800 F 301 990 9690 MCAA.ORG



Field and Foreman Leadership Development (FFLD) Seminars

FFLD 101: 4 hours in-person

The Foreman's Impact on Profitability

You will learn how you and your team impact the company's profitability and ability to compete for more manhours in today's marketplace.

This session is for anyone who is currently in a leadership role on the jobsite or who has aspirations to be. Foremen, Journey workers, later year apprentices or anyone who is part of a project will be shown how their interactions with coworkers, other tradespeople and the end users can help (or hurt) the direct cost of union tradespeople. This session will show how they and their decisions impact safety, insurance, profits and overall company culture at every level of a project.

FFLD 102: 4 hours in-person

High Impact Leadership: Leading Beyond the Project

From planning in the office to execution in the field, a collaborative culture within your company is essential to the success of every project. Often communication is poor, finger pointing occurs and frustrations are expressed between project managers, detailing departments (VDC) and field leaders, all of which negatively impact the job. All departments have their own unique challenges that can be overcome by a team effort. It's time for blaming to end and leadership to begin.

This session is designed to bring out the inner leader in all attendees. Regardless of your job title or company role, we all have the opportunity to be a leader. You never know who is watching and you never know when your leadership skills will leave an impact. By the conclusion of this session, attendees will understand what it truly means to be a leader and how to implement leadership skills in their daily personal and professional lives.

FFLD 103: 4 hours in-person

The Real Cost of a Manhour

Learn how much an hour of labor truly costs and how that cost determines a contractor's ability to compete against the Open Shop.

This session will teach attendees how an hour of labor cost is determined and all that is factored into this rate. They will then be shown how that is used in an actual estimate of a project and compare that to the bid of an Open Shop contractor bidding the same project.



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**About the Instructor:**

Mark Rogers is the President of West Chester Mechanical Contractors, an HVAC, service and plumbing contractor that serves the Philadelphia, Pennsylvania area. The company was named Plumbing & Mechanical's 2017 Mechanical Contractor of the Year.

Mark started out as a steamfitter in Philadelphia, then started West Chester Mechanical in 1996. The company specializes in private commercial work in the healthcare and educational arenas. The company is built on repeat business with a strong emphasis on a family atmosphere and outstanding customer service.

When Mark started the company, he immediately got involved with MCAA, serving on a number of task forces that developed education programs. Eventually, he was asked to be Chair of the Education Committee. Now the committee's Chair Emeritus, he serves as the committee's representative on the Manufacturer/Supplier Council Executive Committee. He is a graduate of MCAA's industry-leading Advanced Leadership Institute and the 2017 recipient of MCAA's highest honor, the Infinity Award for Distinguished Service.

Mark has been giving various presentations for more than ten years to over 20,000 UA Members and Industry Leaders and continues to do so. He also moderates and presents at MCAA's highly successful Field Leaders Conferences and has taught Leadership Sessions to the UA Business Managers/Agents and at MCAA's Advanced Institute for Project Management in Austin, TX.

Contact Information:

Contact Mark at **610-637-1667** or markr@wcmechanical.com.

To Schedule a Course:

1. Visit mcaa.org/initiatives/nei
2. Find the seminar/course you want to schedule.
3. Click "SCHEDULE A COURSE".
4. Fill out the form and select the specific course you are interested in.

About the National Education Initiative (NEI):

MCAA will bring lifelong learning directly to you! The National Education Initiative Seminars are our best MCAA/MSCA programs—brought to your local association or even your company. Our goal is to provide ongoing and advanced education and training in support of individual and association growth across the mechanical contracting industry. We offer standard and custom-designed classes exclusively for your association or company's unique needs and challenges. If you need training quickly or have a large group, we are here to help!