

Achieving Results Through People

presented by the proven facilitators of



AGC Georgia Training Center; 1940 The Exchange, Atlanta 30339

September 26, 2018



A leader's greatest asset – and the company's most important resource – is people. In Achieving Results Through People, participants learn how to set employees up for the best chance of success within the context of their role/responsibilities through establishing clear expectations. And then, through providing frequent positive and constructive feedback, can achieve on-target results with engaged employees.

Any leader with the responsibility for managing the performance of others will benefit significantly from taking this course!

In this course you will:

- Learn to establish clear and agreed upon expectations
- Understand the difference between coaching and feedback and when to use each for optimal results
- Discuss the characteristics of both positive and constructive feedback
- Root cause performance issues to understand the various root causes and their potential solutions
- Be exposed to two feedback models and understand when to apply each
- Practice the "every day" feedback model applied to a variety of situations
- Evaluate
- Discuss the natural reactions and corresponding physiological responses to constructive feedback
- Understand why defensiveness occurs and be able to facilitate through those reactions successfully through leveraging reflective listening skills

Who should attend: Leaders with direct reports, project managers

Course Length: 8 hours of instruction (*completed in one day*)

Achieving Results Through People will be hosted from 8:00 a.m. to 5:00 p.m. on September 26, 2018.

Note: Life-Long Leadership facilitates professional development sessions for AGC Georgia's Executive Alliance (EA). The above sessions are NOT a replication of any content provided to EA members.

About Life-Long Leadership, Inc. (aka L3) is an Atlanta-based leadership development organization specializing in leadership workshops, executive coaching, team development and intervention, course and curriculum design, strategic change navigation, organizational effectiveness, and diversity training. L3 works with organizations such as Chick-fil-A, SunTrust, The Bill & Melinda Gates Foundation, The Home Depot, Windham Brannon, and many others to build up teams and individuals that understand their leadership potential and impact.

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Your Construction Industry Partner

Registration Information

- Lunch and course materials are included with all registration options.
- AGC Georgia members save \$20 by registering at www.agcga.org
 - All options increase \$20 if registration is received within two weeks of class start date.

Pricing Options

- **\$279** – A representative of an AGC Georgia member
- **\$249** – A member of the AGC Georgia's Young Leadership Program(YLP)
- **\$379** – A representative of a non-AGC Georgia member

Registrant Information

Name: _____

Company: _____

Registrant's Email: _____ Registrant's Cell #: _____

Paying by:

- ☐ Check: Make payable to AGC Georgia. Mail copy of this completed form with check to:
Wells Fargo Bank / AGC Georgia; P. O. Box 934023; Atlanta, GA 31193-4023

☐ Charge ☐ AmEx ☐ MC ☐ Visa ☐ Discover **TOTAL AMOUNT DUE \$** _____

Name on Card: _____ Card # _____ Exp. _____

Regardless of payment method, please use one of the methods below to return this form:

- **Electronically:** Use "Click to Submit" button to attach to an automated email
- **Fax:** 678-298-4101
- **Email:** (after manually filling out form): registration@agcga.org

For more information, please contact Cindy Parham @ 678-298-4112 or parham@agcga.org.

Cancellation policy: The registration fee is fully refundable up to one week prior to the event. If you do not cancel before the one-week period or do not attend the offering, the registration fee will not be refunded. Substitutions are encouraged and may be made by calling 678.298.4112. A confirmation email will be sent one week prior to the course.