

# Improve your performance mentally, physically and emotionally

New AGC Georgia Academy Class Begins

December 2018

WOW!

“ If you want to improve the way people lead and manage, you have to improve the way people live.” ★★★★★

--Lisa Fanto

Vice President of Human Resources  
Holder Construction Company

**ENR**

Our lead instructor, **Brent Darnell**, earned a prestigious **ENR Top 25 Newsmaker Award** for his hugely-successful *Total Leadership* program. We are thrilled to now offer the award-winning program through our AGC Georgia Academy.





## WANT TO MAKE A REMARKABLE DIFFERENCE IN **YOUR** ABILITY TO MAINTAIN SUPERIOR RELATIONSHIPS WITH CLIENTS AND CO-WORKERS?

*The principles taught in the AGC Georgia Academy are easily integrated into **your** culture, and will make a positive impact.*

### **SUCCESSFUL COMPANIES INVEST IN A PIPELINE OF LEADERS TO BUILD AND SECURE A COMPETITIVE ADVANTAGE.**

A top priority for AGC Georgia is providing game-changing resources to take you and your team to new heights. Academy curriculum develops higher levels of emotional intelligence, gives you tools to create an emotional experience instead of a transaction with internal and external stakeholders, builds communication skills, and develops how you present yourself to others. The following core concepts will be taught over five sessions with the optimum goal of helping you achieve your mental, physical and emotional peak performance.

**Introduction to Emotional Intelligence for the AEC Industry and Plan Creation** How to measure emotional intelligence, how to improve it, and how to achieve powerful results and its effect on your company's bottom line.

**12 Steps to Great Relationships** Learn every aspect of effective communication from ways to introduce yourself to that crucial first handshake.

**How to Present Like an Award Winning Actor: Increase Your Presence and Influence** Create more effective, memorable presentations and increase effectiveness of interpersonal encounters using body, face, movement, and energy.

**Time Management and the Use of Lean Principles** Examine the big picture and long-term goals, then drill down to give students the methods to handle all of the things that enter their world. Explore how to eliminate waste and handle time wasters including emails, phone calls, and meetings.

**Stop Pulling Your Hair Out! Stress Management and Peak Performance** Identify and combat stress triggers before they manifest into low productivity, absenteeism, and illness.

*“During a Public/Private Industry Advisory Council session at the AGC Building Contractors Conference, owners on a panel were asked what they base their final decision on after interviewing firms. Each owner’s response resoundingly pointed to the **FEELING** they had with a team. **Not the technical aspects of HOW the team said they would complete the building, but the chemistry they felt with individuals.** Bottom line for me as an attendee– all reputable contractors can build a building; owners want to work with people they feel a connection with. ★★★★★*

Mike Dunham, CEO  
AGC Georgia

**WOW!**

*"This program was, in a word, life-changing. The growth mindset that Brent advocates was a significant catalyst in changing my approach to dealing with colleagues, subcontractors, and other management groups. In situations where once I would have run full speed ahead to accomplish my agenda, I now find myself excited about listening and working toward achieving a better understanding of the perspectives of others.*

*This significant change to my practice and my own perspective has impacted both my personal and professional life." ★★★★★*

Jimmy Kennedy  
Project Executive  
Batson-Cook Company

## CUSTOMIZED COACHING

*. . . with every student, every session  
and remotely between meetings.*

**An incredible resource NOT offered with ANY other program!**

### LESSONS LEARNED WILL ADD VALUE TO YOUR PROFESSIONAL AND PERSONAL LIFE.

You will be more self-aware, achieve personal mastery, better health, and peak performance. Working better with others, including co-workers, clients, and stakeholders are just a few of the benefits. Our facilitators are committed to strengthening senior executives and jump-starting young professionals. With focused coaching, you will attain meaningful career and life goals. As employees increase proficiency in "soft" skills, the company benefits from increased productivity, risk management, bottom line results, business development, and longevity of its employees. You will find illnesses and issues caused by stress diminish.

### OUR ACADEMY INSTRUCTORS

**BRENT DARNELL** is a mechanical engineer and a graduate of the Georgia Institute of Technology. He worked in the construction industry for 20 years, then started his leadership development company. He is an authority on emotional intelligence (EI) and a pioneer of its use in the construction industry. Since 2000, Brent has helped to improve the social competence and leadership skills of thousands of people in nearly 100 companies in more than 20 countries. He is an adjunct professor at Auburn and Penn State, teaching EI to their technical students.



**DR. ANDREA ROBBINS** has a Doctorate in Chiropractic and a Doctor of Naturopathy degree. She's been in practice for over 30 years. Whether she works with Olympic athletes or folks in the construction industry, she utilizes her vast skills and working knowledge of the body and nutrition to maximize mental and physical performance, improving the health and well-being of every individual and the overall health of companies.



Brent and Andrea are a dynamic professional duo and an inspirational husband and wife.

His book, ***The People-Profit Connection, How Emotional Intelligence Can Maximize People Skills and Maximize Your Profits***, receives rave reviews and has been read by over 30,000 people. He was named a **Top 25 Newsmaker** by **ENR** for "transforming alpha males into service-focused leaders" and "connecting his EI training approach to business success."



Scan QR code to read *ENR's* Top 25 Newsmaker article featuring Darnell or visit <http://goo.gl/OiBXTz>



# FAST FACTS

- Classes will be held on the following **Tuesdays** from 8:00 am – noon, unless stated otherwise, at AGC Georgia’s Training Center in Atlanta.
  - **December 11, 2018**
  - **January 8, 2019**
  - **January 22, 2019**
  - **February 5, 2019**
  - **March 5, 2019 (ends at 2 pm)**
- Class enrollment is limited to 30 students.
- Tuition includes:
  - Virtually 24/7 access to instructors for personalized coaching – this alone is worth more than the tuition. No other program offers this, not even the most-recognized names in the industry.
  - Five instructional sessions
  - Complimentary access to Total Leadership Library (TLL), the award winning on-line program on emotion intelligence and people skills. *TLL retails for \$500.*
  - Brent Darnell’s books *The People Profit Connection*; 4-book *Tough Guy Survival Kit*; *The Tao of Emotional Intelligence*; and *The Primal Safety Coloring Book*.
- Graduation ceremony will be held following class on March 5.
- Promotion of student involvement/company support in AGC Georgia Academy through media outlets upon completion.

**Register on or before November 20**

-- AGC Georgia Member	\$1,500
-- Young Leadership Program Member	\$1,350
-- Non-AGC Georgia Member	\$2,500

**Register after November 20**

-- AGC Georgia Member	\$1,700
-- Young Leadership Program Member	\$1,370
-- Non-AGC Georgia Member	\$2,700

**Visit [www.agcga.org](http://www.agcga.org) to register! Begin your exciting journey to a better you!**

For more details about the AGC Georgia Academy, please contact Cherri Watson, Director of Safety, Education and Workforce Development at 678-298-4104 or [watson@agcga.org](mailto:watson@agcga.org). For log-in assistance, please contact Cindy Parham at [parham@agcga.org](mailto:parham@agcga.org) or 678-298-4112.

Cancellation Policy: Full refunds are provided if written cancellation is sent to [parham@agcga.org](mailto:parham@agcga.org) a minimum of 7 calendar days prior to start of the first session. No refunds given after this time.

**SKEPTICAL?**

You won't be after watching this powerful 3-minute video with testimonials from field employees to CEOs!



Scan with QR reader or visit <http://goo.gl/kpM62W>