

LEAD ABC

Leadership Program

LEVERAGING EXPERIENCE & RELATIONSHIPS FOR A BETTER TOMORROW

Designed for emerging executives, project managers, estimators, and office leaders, this program blends construction leadership with professional coaching and peer learning. Successful applicants are committed to personal and professional development as well as the merit shop philosophy and contributing to the industry at large.

Level up your career by learning from experts and owners while building connections with colleagues.

ELIGIBILITY

Candidates must meet the following requirements to be eligible:

- Applicants must be looking to step to the next level of their career within their company
 - Must be an employee of an ABC Heart of America member in good standing
- **NOTE: While the program is open to all chapter members, 80% of the class registration slots are reserved for **Contractor Members*****
- Individuals may be nominated by their company OR apply on their own

Class size is limited. ABC Heart of America reserves the right to limit the number of participants per member firm per class cycle.

PROGRAM COST

\$2250*

**must be paid in full before the start of the program*

TO APPLY

Please return all completed application forms to ABC Heart of America's Kansas City Training Facility by January 30, 2026.

All applications will be reviewed and evaluated by a committee of past ABC Heart of America Chapter board members. Applicants will be notified of acceptance status by February 13, 2026. Full payment must be received by March 6.

ADDRESS

Kansas City Training Facility
4035 Denton Road
Kansas City, MO 64133



CONTACT

816.994.5990
aubry@abcksmo.org
www.abcksmo.org

PROGRAM SCHEDULE

Dates are subject to changes

MARCH 10 & 11

DAY 1

Kick Off! Leadership & Self Exploration
ABC Leadership

DAY 2

Marketing, Branding, & Networking
John Lovell, Lovell Insurance Group

Q1

COLUMBIA, MO

JUNE 23 & 24

DAY 1

Franklin Covey: How to Manage People
Michele Roberts-Bauer, ABC Heart of America

DAY 2

Franklin Covey: How to Manage People
Michele Roberts-Bauer, ABC Heart of America

Q2

ST LOUIS, MO

SEPTEMBER 1 & 2

DAY 1

Construction Contracts
Brown & Ruprecht

DAY 2

Labor Law & Advocacy
Polsinelli

Q3

COLUMBIA, MO

NOVEMBER 11 & 12

DAY 1

Bonding, Risk Management, & Safety
NFP, an AON Company

DAY 2

Financial Management & Graduation
MarksNelson

Q4

KANSAS CITY, MO

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KICK OFF! LEADERSHIP & SELF EXPLORATION

To kick off LEAD ABC, participants will complete a DiSC profile analysis to learn more about their professional personalities and how to best work with a variety of other personality types. These discoveries will then be discussed in a roundtable format. Along with this information, participants will learn more about the ABC story and hear some valuable lessons learned from leadership. This session will lay the foundation for what's to come in the rest of the program.

MARKETING, BRANDING, & NETWORKING

Understand the differences between branding and marketing and how they work together to drive customer engagement and, ultimately, sales. This section will explore where your brand comes from and the steps to create a marketing plan designed to generate new business and strengthen relationships with existing customers. It will also discuss the power of your culture in leveraging employees' influence to advocate for your company and promote your brand.

FRANKLIN COVEY: HOW TO MANAGE PEOPLE

Based on *The 7 Habits of Highly Effective People* by Dr. Stephen R Covey, this course will empower you to effectively manage and engage your team to achieve sustainable results. The application-oriented program focuses on the fundamentals of great leadership and applies new mindsets, skills, and tools toward becoming a leader who can consistently deliver results

CONSTRUCTION CONTRACTS

Understanding construction law and the contracts involved in everyday business is an imperative skill for emerging leaders. Participants will cover the basics of construction law, contract documents, and contract modifications. Common legal issues encountered by construction companies will be identified and solutions and strategies will be discussed.

LABOR LAW & ADVOCACY

Leaders must know the proper response when an employee asks questions. Participants will review the critical legal "dos" and "don'ts" to these questions. Participants will review key information on this topic and how it relates to working in a merit shop environment.

BONDING, RISK MANAGEMENT & SAFETY

Leaders need to have a comprehensive understanding of bonding. Participants will review construction surety bonds, including bid, performance, and payment bonds. The discussion will cover insight on what is needed to secure surety credit along with contractor characteristics and relationships that lead to the most favorable credit. Participants will cover the importance of safety and risk management from a business operations perspective.

FINANCIAL MANAGEMENT & GRADUATION CELEBRATION

Budgeting and strong financial management are a part of the business. Participants will learn to set up strong internal financial controls along with reviewing how to read, understand, and make decisions based on balance sheets and financial statements (and the difference between the two). Guidelines and advice on how to develop a strong working relationship with financial institutions will be examined. In this final session, the day will be concluded with a happy hour celebration. Location TBD.

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Please fill out the below information and return to ABC Heart of America by 01/30/2026.

PERSONAL INFORMATION

Applicant Name: _____

Current Job Title: _____

Company: _____

Mailing Address: _____

Office Phone: _____

Mobile Phone: _____

E-Mail: _____

Total number of years in current position: _____

Total number of years in the construction industry: _____

Supervisor's name & title: _____

Briefly describe your current responsibilities and job duties at your company:

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Please fill out the below information and return to ABC Heart of America by 01/30/2026.

Why should you be selected for this program?

How will you manage your current responsibilities and LEAD ABC meetings, programs and required homework?

What leadership qualities and professional skills do you hope to improve or gain from this program?

*If you require more space to complete your application, additional pages may be included. If you wish to submit a resume with your application, please send a copy along with your completed application to aubry@abcksmo.org.

Please sign below to confirm your understanding that absences from course offerings may lead to removal from the program.

Signature _____ Date _____

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