



Association of the Wall and Ceiling Industry

513 W. Broad Street, Suite 210
Falls Church, VA 22046-3257



ASSOCIATION OF THE WALL AND CEILING INDUSTRY

ACADEMY2009

AWCI'S MOST POWERFUL LEARNING OPPORTUNITY

January 30-31, 2009 • Atlanta, GA • DoubleTree Atlanta-Buckhead



**This
program is
designed
for:**

- Estimators
- Safety specialists
- Senior management
- Field superintendents
- Project managers
- Architects and specifiers
- Emerging construction executives

ACADEMY2009

*New
this
year!*

CEILINGSDOING IT RIGHT

Sponsored by the **Association of the Wall and Ceiling Industry**

ACADEMY2009

AWCI'S MOST POWERFUL LEARNING OPPORTUNITY



Academy is sponsored by The Association of the Wall and Ceiling Industry, the nation's premier association representing the full range of wall and ceiling professionals.

Each year AWCI surveys its members and industry professionals for directions in the industry and educational opportunities that would best address critical issues and industry trends. With this information, AWCI's Education Committee develops a two day educational program for middle and lower levels of management in the construction industry.

Academy 2009 will feature two tracks, one managerial and one technical.

AWCI's Academy is designed for estimators, safety specialist, senior management, field superintendents, project managers, architects, specifiers and emerging construction executives. Do not miss this opportunity to enhance your skills for today's jobs in the construction industry. Register today for Academy 2009.

On the registration form, please indicate which track you will be attending.

Track 1: Managerial

Friday, January 30

7 a.m.-7:30 a.m.

Companies host tabletop exhibits

7:30 a.m.-11 a.m.

You and the Bank (Henry Goudreau)

11 a.m.-12:30 p.m.

Lunch break, and *companies host tabletop exhibits*

12:30 p.m.-4 p.m.

You and the Bank (Henry Goudreau)

4 p.m.-5:30 p.m.

Welcome Reception and *companies host tabletop exhibits*

Saturday, January 31

7 a.m.-7:30 a.m.

Companies host tabletop exhibits

7:30 a.m.-11 a.m.

You and the Bank (Henry Goudreau)

Track 2: Technical

Friday, January 30

7 a.m.-7:30 a.m.

Companies host tabletop exhibits

7:30 a.m.-11 a.m.

Acoustical Ceilings-Doing It Right

11 a.m.-12:30 p.m.

Lunch break, and *companies host tabletop exhibits*

12:30 p.m.-4 p.m.

Acoustical Ceilings-Doing It Right

4 p.m.-5:30 p.m.

Welcome Reception

Saturday, January 31

7 a.m.-7:30 a.m.

Companies host tabletop exhibits

7:30 a.m.-11 a.m.

People Management (Charles Vander Kooi)

11 a.m.-12:30 p.m.

Lunch break, and *companies host tabletop exhibits*

12:30 p.m.-4 p.m.

Managing & Scheduling Work Crews

(Charles Vander Kooi)

Questions?

Contact Jennifer Munger at munger@awci.org
or (703) 538-1610.

*Register by January 5, 2009,
to receive the Early Bird Discount!*

Academy 2009 will be held at the DoubleTree Hotel Atlanta-Buckhead located at 3342 Peachtree Road, Atlanta. The hotel is located 20 minutes from Hartsfield-Jackson Atlanta International Airport.

All room reservations can be made by contacting the DoubleTree Hotel Atlanta-Buckhead directly at (800) 222-TREE and identifying yourself as an AWCi Academy attendee to receive the group rate. After **Thursday, January 8, 2009**, room rates and availability cannot be guaranteed. Please reserve your room before the holiday season begins!

Room rate: \$149 USD, single/double

Hotel: DoubleTree Hotel Atlanta-Buckhead
3342 Peachtree Road
Atlanta, GA 30326
Phone: (404) 231-1234
Fax: (404) 231-3112

The DoubleTree Hotel Atlanta, in the heart of fashionable Buckhead, is located in the Tower Place complex, home to offices, restaurants, shops and theaters. Downtown Atlanta is 10 minutes away, and Lenox Mall and Phipps Plaza—considered some of the finest shopping in the Southeast—are within walking distance.

Track 1: Managerial You and the Bank Speaker: Henry Goudreau

The non-construction side of running your business depends greatly on your cash flow and banking relationship. When developing a relationship with a bank, your banker wants to understand your business well enough so that he feels comfortable enough to extend you a line of credit. But before that can happen, your banker needs to know that **you** know enough about your business. Part of proving your knowledge is explaining how you approach risk management and insurance, and how risk management and insurance plays into your business model. This track will cover the essentials of your banking relationship, how to secure a line of credit under reasonable terms and the essentials of risk management and business insurance.



About the Speaker

Thirty years ago, when Henry Goudreau decided it was time to stop working for others and build his own business, his greatest asset was the realization that there was a lot he needed to learn. He sought out the best teachers, consultants, seminars and books—especially in areas where many entrepreneurs fall short: business development, marketing, advertising, employee training and customer satisfaction. Goudreau's background is in the construction business; his father was a contractor. His technical know-how is construction, but now his passion is passing on what he learned and helping others grow their dreams. His gift for teaching people the secrets to business profitability continues to make audiences sit up and listen. Goudreau will get your people on-track, laser focused, and fighting for their dreams once more. Goudreau is currently the CEO and founder of HG & Associates, Inc. in Sarasota, Fla.



Questions?

Contact Jennifer Munger at munger@awci.org
or (703) 538-1610.

*Register by January 5, 2009,
to receive the Early Bird Discount!*

Track 2: Technical

Acoustical Ceilings-Doing It Right

Speaker: Dennis Alvarez, P.E.

This one-day seminar covers the proper installation of suspended ceilings, types of surfaces, moldings and accessories, codes and standards, engineering and design considerations, material handling, specialty tools, estimating and project management/quality control.



About the Speaker

Dennis Alvarez has more than 26 years of product development experience in suspended ceilings grid and specialty ceilings with USG Corporation and its predecessor, Donn Corporation, and more than 15 years managing this responsibility. He has been a task group chairperson of ASTM E33.04A for the last 25 years. This task group is responsible for maintaining standards such as those for the application of ceiling suspension systems for acoustical tile and lay-in panels in areas requiring moderate seismic restraint, and standard practices for the installation of metal ceiling suspension systems for acoustical tile and lay-in panels. Alvarez is also a member of the Practice Committee for the Consortium of Universities for Research in Earthquake Engineering NEESR study of non-structural component performance during earthquakes. He is also a contributor to the development of the National Earthquake Hazard Reduction Program and ATC-58.

Managing & Scheduling Work Crews and People Management

Speaker: Charles Vander Kooi

Managing & Scheduling Work Crews

In this informative seminar, industry expert Charles Vander Kooi covers several key points related to managing and scheduling your crews. Topics include bidding by dollars versus by production hours, controlling labor, the number of men you should put on a job and how long you should be on a job.



People Management

It takes a certain type of person to be able to motivate and effectively manage a construction crew. In this program Charles Vander Kooi draws from more than 40 years of experience in the construction industry as an upper management employee, consultant and professional lecturer to share his expertise on the broad subject of people management. In it he talks about the good employee who has gone bad, the four different personalities needed in a business, communication with contractors, and many other topics that are vital to effectively running a company.

About the Speaker

Charles Vander Kooi has been involved in the construction industry for more than four decades, 15 years as an estimator and upper-management employee of companies, and 26 as a leading consultant and speaker. As a private consultant, he has helped more than 1,200 companies in their estimating/bidding systems, and has lectured to more than 200,000 people nationally and internationally. He consults with an average of 50 clients annually, assisting in and improving their performance. He has authored several books on the industry, created and publishes *HardScope Magazine*. His seminars are available on audio as well as video.

ACADEMY2009

Please photocopy this form for each additional registrant.

Attendee Data

Name _____

Badge Name _____

Company Name _____

Address _____ **(Attach business card)**

City, State _____ ZIP Code _____

Phone _____ Fax _____

E-mail _____

Event Registration

Please designate which track you will be attending.

- Track 1: You and the Bank
- Track 2: Acoustical Ceilings-Doing It Right
People Management and Managing & Scheduling Work Crews

Members:

- \$300 USD (on or before 1/5/09)
- \$350 USD (after 1/5/09)

Non-Members:

- \$350 USD (on or before 1/5/09)
- \$400 USD (after 1/5/09)

(Includes seminar, handouts, continental breakfast, beverage break and Friday evening reception)

Become a member of AWCI today! Contact Debra Crawford at crawford@awci.org or (703) 538-1615 for more information.

Payment Information

Please make checks payable to AWCI.

Check \$ _____ Total Enclosed

OR, you may charge your registration fee to your credit card:

Visa MasterCard American Express \$ _____ Total Amount Charged
Card # _____ Expiration Date _____

Signature _____ Date _____

Please check here if you need any special assistance.

Cancellation Policy

Registration fees will be refunded in full less an \$85 USD processing fee if we receive your cancellation in writing by January 12, 2009. There are no refunds for no-shows.

Please return this form with payment to
ATTN: Jennifer Munger
Manager, Meetings & Trade Show
AWCI
513 W. Broad Street, Suite 210
Falls Church, VA 22046-3257
Phone: (703) 538-1610
Fax: (703) 538-1730