

# EDUCATION SESSIONS

Experience **The Ritz-Carlton, San Juan Hotel, Spa & Casino**, and discover a breathtaking Caribbean nation that's steeped in history and surrounded by the warm waters of the Atlantic Ocean. Located on eight acres of pristine beachfront property in Isla Verde, The Ritz-Carlton, San Juan provides guests with an unforgettable escape.

Take some time out of your busy schedule to significantly impact your business by attending AWCI's Industry Executives' Conference & Committee Week in tropical San Juan. The education sessions, ***Weathering the Storm: Managing Your Company in a Turbulent Economy*** and ***The Wall and Ceiling Contractor as "BIM Protagonist,"*** are a must for all industry professionals.

## Weathering the Storm: Managing Your Company in a Turbulent Economy

Speaker: Michael D. Clancy

In crisis there is opportunity. Now is not the time to panic. Now is the time to take advantage of the opportunity you have to refine your business model and your business.

Our industry is experiencing a downturn that it has not felt in more than 25 years. Having enjoyed an extended period of economic prosperity, many industry executives find themselves unprepared for this economic uncertainty and construction recession.

In response to this economic "perfect storm," a "back to basics" approach coupled with new and improved management processes is necessary just to keep most businesses afloat. This session will address the following:

- Understanding the strategic, organizational and uncontrollable aspects of contractor failure.
- Economic forecasts and market realities.
- The importance of having a well-developed contingency plan.
- Learning to proactively manage contraction in your company.
- Redirecting your business development strategies in response to the downturn.

- Establishing key performance metrics to accurately track organizational activity and results.

### About the Speaker

As a consultant with FMI, management consultants and investment bankers for the construction industry, Mike Clancy assists his clients in areas of corporate strategy, project execution and business development.

Prior to joining FMI, Clancy was the director of purchasing and estimating for the South Florida division of a major national homebuilder. He was responsible for the creation of standard procedures and training programs implemented in several other divisions of the company.

In other national and regional construction companies, Clancy has built a portfolio of project management, productivity improvement and operational efficiency experience, which he brings to bear on the challenges facing his clients at FMI. Additionally, Clancy's service in the U.S. Army Infantry as a junior noncommissioned officer informs his work on leadership, training, team development and risk analysis.



## The Wall and Ceiling Contractor as "BIM Protagonist"

Speaker: John A. Rapaport

To my fellow AWCI executives: Just let it go! Don't resist. The world of 3-D construction, including estimating, project management and field operations, is here—you just may not see it yet. As a business, you have to prepare to meet its many challenges. How can you tie the data in your organization to this sea of change in how we do business? What specific things can you do to position your company to meet the coming BIM wave? Come to this gathering at the AWCI Industry Executives' Conference & Committee Week and find out more, and you may learn some Spanish too. Nos vemos en Septiembre!

### About the Speaker

John A. Rapaport, director of operations and general counsel for Component Assembly Systems, Inc., graduated from the University of Michigan magna

cum laude with a bachelor's degree in history in 1986. He received his J.D. from the University of Pennsylvania Law School in 1989. After practicing construction law in New York for two years, Rapaport joined Component Assembly Systems, Inc. in 1991. Component is one of the largest carpentry, drywall and ceiling contractors in the United States, with offices in New York, Boston, New Jersey, Washington, D.C., and Las Vegas, Nev. Besides law, Rapaport has spearheaded the company's efforts to digitize and modernize its technology infrastructure. Through his vision, the company was able to develop its own proprietary software known as CASim, which tracks and updates progress on its projects using the latest Web-based tools.

