



## 2021 EMERGING LEADERS PROGRAM

ACEC of Kansas Emerging Leaders Program is for individuals committed to developing their leadership abilities. This program imparts specific skills and competencies identified by top ACEC of Kansas principals as critical for leadership success. These highly interactive sessions are taught by experts in the field of business administration and people management in professional services firms. Session meeting locations and times are listed with the session. This program is only open to ACEC of Kansas member firms. Featured session topics include:

### **Thursday and Friday, September 16-17, 2021**

**Location: Cyrus Hotel**

**920 S. Kansas Ave  
Topeka, KS 66612**

### **Thursday, September 16, 2021**

**Orientation**

**10:00 am – 12:00 pm**

***Scott Heidner, J.D., ACEC of Kansas Executive Director***

Do you think 20 engineers will be too shy to get to know each other in a short time? Think again! ACEC Kansas Executive Director Scott Heidner will deliver a high energy presentation, and interactive sessions will have class members working and laughing together in no time at all. This critical session sets the stage for class members to work together for the program.

**Lunch**

**12:00 pm – 1:00 pm**

**Leadership**

**1:00 pm – 5:00 pm**

***Dan Oblinger, Founder, Leadercraft Corporate Education***

If you want to be a great leader, you'll want to be a great listener. This presentation helps the participants to diagnose any listening habits that are hindering their ability to communicate well. It provides a practical and effective method of improving listening, negotiating, and leadership. An experienced hostage negotiator will provide a guided tour of the ancient and nearly lost art of listening well.

**Reception at ACEC Office**

**5:30 pm – 6:30 pm**

**825 S. Kansas Avenue, Suite 500  
Topeka, KS 66612**

This will include a presentation from Steve Hall, ACEC National Vice President of Government Affairs and other ACEC Kansas leaders.

**Dinner as a group: TBD**

**6:45 pm**

## **Friday, September 17, 2021**

### **Business Development**

**8:30 am - 10:30 am**

***Mike Lally, PE, PG, Replica***

Instilling and encouraging a strong business development culture in your firm makes great business sense. It can prove to be an important differentiator and can positively influence the firm's project delivery, hiring and recruiting, and career development processes. Developing a business development culture requires understanding the distinction between marketing and business development, exposing false common business development myths, recognizing the many ways in which technical staff can contribute to the business development process, and investing in strategies that yield the highest return-on-investment.

### **Governmental Affairs**

**10:30 am – 12:00 pm**

***Kansas Attorney General Derek Schmidt (invited)***

The government's leadership influences the overall business climate and an individual firm's success. Business leaders need to know how to participate effectively in the public arena and build consensus. They also need to understand how government affairs activities can help their business succeed and how to encourage active participation at the grassroots level in the firm.

## **Thursday and Friday, October 7-8, 2021**

**Location: Courtyard Wichita at Old Town**

**820 E. 2<sup>nd</sup> St. N.**

**Wichita, KS 67202**

### **Thursday, October 7, 2021**

#### **Risk Management**

**1:00 pm – 5:00 pm**

***Wyatt Hoch, J.D., Foulston Siefkin LLP***

Carefully wording contract provisions minimizes risk to design professionals. We'll discuss how contract provisions allocate risks between parties and the legal effect of specific contract provisions. Getting contracts right the first time can be the difference between a profitable project and incurring more liability than your firm can afford.

**Dinner as a group: Public at the Brickyard**

**5:45 pm**

**129 North Rock Island Road**

**Wichita, KS 67202**

### **Friday, October 8, 2021**

#### **Management**

**8:30 am – 12:30 pm**

***Dan Oblinger, Founder, Leadercraft Corporate Education***

The most critical ongoing discussion managers have is the performance conversation. This session clearly defines the relationship between manager and employee and offers concrete strategies to manage performance, handle workplace issues, and ensure employees are engaged and satisfied.

**Voluntary Lunch (*on your own*): River City Brewery**

**1:00 pm**

**150 N. Mosley Street**

**Wichita, KS 67202**

## **Thursday and Friday, November 11-12, 2021**

**Location: DoubleTree by Hilton Hotel Kansas City – Overland Park**  
10100 College Blvd  
Overland Park, KS 66210

### **Thursday, November 11, 2021**

**Human Resources**

**1:00 pm – 5:00 pm**

*Anthony Comella*

Human resource philosophy and functions are often the basis for company planning and meeting client needs. We'll examine systems for performance management and employee relations strategies. The strongest asset for any organization is its people. Maximizing that asset is essential to strong leadership.

**Dinner as a group: Garozzo's Ristorante**  
9950 College Blvd  
Overland park, KS 66210

**5:45 pm**

**Bowling as a group: AMF College Lanes**  
10201 College Blvd  
Overland Park, KS 66210

**8:30 pm**

### **Friday, November 12, 2021**

**Senior Leaders Roundtable**

**9:00 am – 12:00 pm**

**From Management to Leadership**

*Tony O'Malley, Lamp Rynearson; Agnes Otto, Burns & McDonnell;  
Keith Warta, Bartlett & West*

Take the opportunity to network with a diverse panel of leading industry professionals. This session will culminate the Emerging Leaders Program experience. The facilitated session gives participants a chance to ask industry leaders questions concerning industry, practices, and management.

**Conclusion**

**Graduation Celebration and lunch**

**12:00 pm – 1:00 pm**