



Driving Profit & Growth

Creating the Next Generation of Company Managers

December 4-5, 2019 | Seattle, WA



Chris Koch brings nearly three decades of HVAC experience to BDR's clientele. Chris started at the ground floor and worked his way up to VP of Service. His experience ranges from a start up to \$60 Million in sales.

Chris has gained a rich, diverse exposure to many ways of doing business. He is a team building leader and possesses vital hands-on experience.

GIVE NEW MANAGERS THE TOOLS TO SUCCEED

Becoming a new Manager is a challenge that requires new skills, new learning, and a new approach. Simply promoting your top-performing Technician, Installer, or Salesperson without training will not get the job done, and only sets the employee up to fail.

Creating the Next Generation of Company Managers will show new Managers how to transition from being an Employee and succeed in their new management role. Owners who are adding their first Manager should attend to find out how they can set up their new manager to win.

By attending this class, new Managers will learn:

- The difference between an Employee and a Manager, and how their role needs to change
- New skills for time management, delegation, and prioritization
- Strategies for mentoring their direct reports
- Key financial metrics to measure success in Install and Service
- How to be an effective leader for their department and the company



Key class takeaways



Space is limited – sign up today!
Call Angie Swartz @ 206-870-1880 ext. 1120



Class Outline

1. Class Mission
2. Shifting from Employee to Manager
3. What do Employees, Co-workers, & Owners Expect
4. Time Management / Delegation / Prioritization
5. Coaching & Mentoring
6. Basic Financial Understanding
7. Key Department Metrics (Install & Service)
8. Leadership & Building Culture
9. Succeeding as a New Manager
10. Implementation



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When & Where:

- December 4-5, 2019 in Seattle, WA



Who Should Attend:

- Lead Service & Install Technicians
- Owners
- HR Professionals
- Service & Install Managers



Accommodations:

- Hotel recommendations will be sent in your Welcome Packet



What's Included:

- Continental Breakfast
- Buffet Lunch
- Break Snacks
- Course Book & Materials

Call
Angie Swartz at
206-870-1880
 ext. 1120 to
 sign up today!



Register Online at www.bdrco.com or fill out and return this form

Company Name:

Card #: Card Type:

Name on Card: Exp. / CID#

Billing Address:

City: State: Zip: Company Phone #:

Contact Person: Email:

I hereby authorize payment to be processed using the credit card provided above and agree to the cancellation terms.

I hereby authorize payment to be processed using my payment method on file with BDR for my coaching program

Authorized Signature: Date:

Important Notes	Class Fee			Payment Plan (Check Below)	
Fee does not include travel, lodging, or dinner. Fee is noted in US Dollars.	Sign up	By: 11/4/19	After 11/4/19		1 Payment
	First Attendee	\$ 995.00	\$ 1,095.00		3 Payments (If registered minimum 3 months prior to class.)
	Each Additional	\$ 900.00	\$ 1,000.00		

For cancellations 30 days prior to event, there is a \$200 per person cancellation and/or transfer fee to move to another session. Note: New sessions may take place in a different location from the session you originally registered for. Cancellations received within 10 days of the class are non-refundable.

Attendee Name	Job Title	Email Address	Fee
1			
2			
3			
4			

Referred by: Total:

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