

## YDPDI 2021 Registration

The first YDPDI session begins January 27, 2020, and enrollment is now open. Please complete a copy of this **registration form** for each registrant. Scan/email registration and payment information to Patricia Olshan, [polshan@architects.org](mailto:polshan@architects.org), or mail your payment to YDPDI, c/o BSA, 290 Congress Street, Suite 200, Boston, MA 02210.

For enrollment / registration questions, contact Patricia Olshan at the BSA 617-391-4007. For information about program content, contact Program Director William Ronco at [wronco@gatheringpace.com](mailto:wronco@gatheringpace.com) or 617-686-5005.

Participant Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

### **Full Program - 12 sessions (check one):**

<b>For Non-BSA Members</b>	<b>For BSA Members*</b>
___ \$4,500 for first registrant from firm	___ \$3,500 for first registrant from firm
___ \$3,500 for each additional registrant	___ \$3,000 for each additional registrant
*Member rate applies to members of the Boston Society of Architects and employees of AIA member firms in Massachusetts	

### **\$350 Trial Session – LIMIT ONE session per person/per firm:**

<input type="checkbox"/> 1/27 - Planning Your Best Design / Construction Career	<input type="checkbox"/> 4/20 - Legal and Ethical Issues Now
<input type="checkbox"/> 2/10 - Building High-Performing Teams	<input type="checkbox"/> 5/5 - What Clients Really Want
<input type="checkbox"/> 2/24 - Improving Your Negotiations Skills	<input type="checkbox"/> 6/8 - Managing Finances
<input type="checkbox"/> 3/10 - Young Professionals HR Issues, Opportunities	<input type="checkbox"/> 7/15 - Improving Presentation Skills
<input type="checkbox"/> 3/25 - Effective, Comfortable Marketing & BD	<input type="checkbox"/> 9/15 - Leading Change
<input type="checkbox"/> 4/7 - Improving Writing Skills	<input type="checkbox"/> 10/27 - From Manager To Leader

\_\_\_ Enclosed is my check for \$ \_\_\_\_\_ payable to Boston Society of Architects

\_\_\_ Please bill my credit card:     \_\_\_ Visa     \_\_\_ MasterCard     \_\_\_ Amex

Credit Card Number: \_\_\_\_\_

Credit Card Expiration Date \_\_\_\_/\_\_\_\_     Credit Card 3-digit Security Code \_\_\_\_\_

## **2021 Young Designers/Contractors Professional Institute**

*Online seminars run 2:00-5:00pm, log in at 1:45pm, with informal networking after all sessions  
\*Instructors subject to change*

Date	Topic	Instructors
1/27	<b>Planning Your Best Design / Construction Career</b> Our industry's 6 career challenges and opportunities. Clarifying and fully implementing your career goals. Identifying, building on your real strengths and addressing your weaknesses.	Bill Aalerud, Columbia Construction Toni Loiacano, Cannon Design
2/10	<b>Building High-Performing Teams</b> Anticipating, addressing <i>predictable</i> team problems. The wisdom of the team v. groupthink. Improving everyday meetings results and follow through. Fully, actively engaging every team member.	Marc Truant, MIT Colin Milberg, ASKM and Associates Stavroula Birmbas, Tervacorp
2/24	<b>Improving Your Negotiations Skills</b> Recognizing your negotiations style, strengths, weaknesses. Getting beyond Yes. "Never split the difference?" Negotiating to "win" vs. negotiating for synergy.	Robert Ferguson, Esq., Hinckley Allen Matthew Brett, Mass General Hospital
3/10	<b>Young Professionals HR Issues, Opportunities</b> HR knowledge young professionals must have: legal rights, boundaries, vulnerabilities. Why, when and how to ask for raise. Getting the most from your performance appraisal.	Jess Smith, Bergmeyer Shelley Kolesar, HR Consultant Diana Hasan, CE Floyd Kathy Freitas, Bond
3/25	<b>Effective, Comfortable Marketing &amp; BD</b> Why, how to get started with marketing and BD. Getting comfortable with sales tasks. Selling without networking: alternative marketing methods and skills.	Ed Bond, President, Bond Brothers Margret Neil, Consigli Construction Kristine Gorman, Jacobs
4/7	<b>Improving Writing Skills.</b> Increasing email skills, impact, efficiency, results. Writing reports more clearly, logically, quickly, thoughtfully. Blogs and print, chronicling projects, tasks, experiences.	William Ronco, Gathering Pace Chris Floyd, CE Floyd
4/20	<b>Legal and Ethical Issues Now</b> The top 10 issues that trigger legal and ethical problems for young professionals. Liability and Risk. Negotiating a contract. What happens when you go to court.	Timothy Grobleski, Cannon Design Charles Antone, Bldg Enclosure Science
5/5	<b>What Clients Really Want.</b> How contractors and architects misunderstand, frustrate clients. What keeps clients up at night. Responding to client needs in different market sectors. How to increase client satisfaction and repeat business.	Maggie O'Toole, LabCentral Jonathan Hayward, Partners Health Care Ralph DeFlorio, Harvard University Chris Cronin, Town of Andover
6/8	<b>Managing Finances.</b> Increasing project cost controls and profit. Spotting, addressing project financial problems quickly. Understanding company finances, your role and impact as a young contractor.	Scott Lerner, Consigli Construction Mark Paronich, Delphi Construction David Sullivan, DGC Accountants
7/15	<b>Improving Presentation Skills.</b> Increasing skills, comfort, confidence and influence. Starting with Why. Presenting more persuasively, easily. Telling a compelling story. Presenting less, discussing more. Improving Q & A for full engagement.	Toni Loiacano, Cannon Design Kathy McMahon, National Building
9/15	<b>Leading Change.</b> Building Forensics. The current state of Lean. Real continuous improvement. Extreme fabrication. 7 reasons why people resist change. How, when and why to initiate change in your own role.	Jason Jewhurst, Bruner Cott Siggy Pfendler, Columbia Construction Shawn Guertin, TG Gallagher
10/27	<b>From Manager To Leader.</b> Defining, achieving the next level in your career growth. Getting, using a 360 survey of your own effectiveness. Building both strategic and collaborative leadership competencies. Identifying and improving key leadership behaviors.	Roger Goldstein, Goody/Clancy Matthew Brett, Partners Health Care Marc Truant, MIT