




WEDNESDAY, NOVEMBER 29

3-HOUR TRACKS	8:00 AM—9:00 AM	9:30 AM—12:30 PM	12:30 PM—1:30 PM	1:30 PM—4:30 PM
Business Finance	CCB Provided Education CCB1 CCB: Regulatory Update—Continuing Education	W01: Markups, Margins & Cash Flow Michael Stone	<p style="text-align: center;">LUNCH</p> <p style="text-align: center;">*Lunch included with the purchase of a 3-Day Conference Pass</p>	NEW! W02: A Project Manager's Guide to the Financial Stuff Leslie Shiner
Business & Project Management	<p style="text-align: center;">Detailed Descriptions for all JLC LIVE education can be found at nw.jlclive.com</p> <p style="text-align: center;">Click on CONFERENCE tab & select "CONFERENCE SCHEDULE"</p>	NEW! W03: Organizing for Success: 5 Steps to Implement Standard Operating Procedures David Lupberger		NEW! W04: Efficient Planning & Scheduling of Construction Projects Kristy Wolfe
Kitchen & Bath		W05: Estimating a Standard Kitchen Remodel: A Step-by-Step Assembly & Cost Template Dennis Dixon		NEW! W06: Efficiencies in a Kitchen & Bath Remodel Tim Faller
Materials & Techniques		NEW! W07: Mastering Retrofit Air Sealing Terry Nordbye		W08: Straight Forward Curved Stairs Gary Streigler

THURSDAY, NOVEMBER 30

FRIDAY, DECEMBER 1

90-MIN. TRACKS	7:30 AM—9:00 AM	11:00 AM—12:30 PM	1:30 PM—3:00 PM	3:30 PM—5:00 PM	7:30 AM—9:00 AM	10:00 AM—11:30 PM	12:00 PM—1:30 PM
Building Performance Strategies			T01: A New Model of Urban Regeneration—Making Resilient, Sustainable & Socially-Just Neighborhoods Eric Corey Freed	NEW! T02: Passive House for Builders—Energy Savings, Parts & Assembly Terry Nordbye		F03: Understanding Residential Wall Moisture Problems: A Means to Building Better Walls George Tsongas	
Business & Project Management	NEW! T04: The Business of Building Mark Kerson	T05: The Last 10%—Punch List, Clean Up & Avoiding Callbacks Tim Faller	NEW! T06: The End of the Job IS the Job! Paul Winans	NEW! T07: Taking your Business to the Next Level Soraya Morgan Gutman		NEW! F08: Collaborative Delivery Methods for Construction Shannon Baird	NEW! F09: How to be a Nice Hard Ass Paul Winans
Business Finance	T10: Common Business Blunders & How to Avoid Them Michael Stone	NEW! T11: Change Orders—the Good, the Bad & the UGLY! Dennis Dixon	NEW! T12: Better Job Costing & Labor Controls to Increase Profits Leslie Shiner		NEW! F13: Growing Your Business Without Growing Out of Business: Maintaining Your Margins Leslie Shiner		
Design	CCB Provided Education CCB2 CCB: Regulatory Update – Regulations Enforcement Thursday, 9:30 am - 10:30 am		T14: Day or Night, Let There be Light! Doug Walter	T15: That's Universal Design? Bill Owens			NEW! F16: Rent Their Brain, Reduce Your Pain—Increasing Project Value with Skilled Design Professionals Judith Neary
Human Resources & Legal		T17: Key Provisions in Oregon & Washington Construction Contracts Elizabeth Rhode	<p style="text-align: center;">OSI LUNCH & LEARN "Understanding Today's Sealants" Thursday, 12:30 pm - 1:30 pm BOOTH #410</p> <p style="text-align: center;">*lunch provided to first 50 attendees</p>		NEW! F18: Effective Time Management—Designing Your Ideal Week Shawn Van Dyke	NEW! F19: Managing a Multi-Generational Workforce Kristy Wolfe	NEW! F20: How to Embrace Change in the Workplace Soraya Morgan Gutman
Kitchen & Bath	NEW! T21: Understanding Today's Kitchen Design Hilary Campbell	NEW! T22: 90 Minutes to Award Winning Kitchens! Judith Wright Sentz, Doug Walter			NEW! T23: Cave to Cooktops—An Enlightening History of the Kitchen Judith Neary	CCB Provided Education CCB3 CCB: Regulatory Update – Handling Asbestos Friday, 9:00 am - 10:00 am	
Materials & Techniques	NEW! T25: Transitional Trim Details Gary Streigler		NEW! T26: Thermal Enclosure: Efficient Walls & Airtightness Kris Cowen		F27: The Nuts & Bolts of Deck Engineering Kim Katwijk	NEW! F28: Tapping into Nature's Technology: Growing Buildings Eric Corey Freed	
Safety & Risk Management		NEW! T29: Utilizing the OSHA Residential Construction Checklist Washington State Department of Labor & Industries		T30: Understanding Moisture & Mold in Housing George Tsongas	<p style="text-align: center;">Certificates of Completion Individual seminar certificates available to download 7-8 weeks after the show</p> 		
Sales & Marketing	NEW! T31: How to Identify Your Best Customer David Lupberger	<p style="text-align: center;">Continuing Education Approvals for AIA & CCB are reflected online in the JLC LIVE Conference Program course descriptions.</p>  			NEW! F32: Become Your Client's Advocate—And Get More Business Because You Did! Paul Winans		

Detailed descriptions for all JLC LIVE education can be found at nw.jlclive.com

CONFERENCE SESSIONS

Schedule subject to change. Check nw.jlclive.com for complete details.

3-Hour Seminars

W01 • Markups, Margins & Cash Flow

Wednesday, November 29, 2017

9:30 AM—12:30 PM

Michael Stone, Construction Programs & Results

3.0 hours AIA/CES LU; 3.0 hours CCB credit

1. Markup or margins to reach your sales price
2. Prevent cash flow problems
3. Use gross margins to make decisions
4. How to avoid financial pitfalls

NEW! W02 • A Project Manager's Guide to the Financial Stuff

Wednesday, November 29, 2017

1:30 PM—4:30 PM

Leslie Shiner, MBA, The Shiner Group

3.0 hours AIA/CES LU; 3.0 hours CCB credit

1. Accounting management terms and principles
2. Job cost analysis and improved profitability
3. Apply financial management tools
4. Facilitate improved financial management

NEW! W03 • Organizing for Success: 5 Steps to Implement Standard Operating Procedures

Wednesday, November 29, 2017

9:30 AM—12:30 PM

David Lupberger, Remodel Force

3.0 hours AIA/CES LU; 3.0 hours CCB credit

1. Systematize company operations
2. Identify organizational needs
3. Identify specific tasks for every position
4. Create standard operating procedures

NEW! W04 • Efficient Planning and Scheduling of Construction Projects

Wednesday, November 29, 2017

1:30 PM—4:30 PM

Kristy Wolfe, Bradley University

3.0 hours AIA/CES LU; 3.0 hours CCB credit

1. Examine proper crew size identification
2. Integrate effective communication techniques
3. Analyze and interpret types of schedules
4. Prepare useful schedules

W05 • Estimating a Standard Kitchen Remodel: A Step-by-Step Assembly & Cost Template

Wednesday, November 29, 2017

9:30 AM—12:30 PM

Dennis Dixon, Dixon Ventures, Inc.

3.0 hours AIA/CES LU; 3.0 hours CCB credit

1. Standardize your materials
2. Estimating costs boosts your productivity
3. Remodeling projects that fit your profile
4. Maximize your profits and efficiencies

NEW! W06 • Efficiencies in a Kitchen & Bath Remodel

Wednesday, November 29, 2017

1:30 PM—4:30 PM

Tim Faller, Field Training Services

3.0 hours AIA/CES LU; 3.0 hours CCB credit

1. Importance of a good estimating system
2. Rooms that can be used in K&B
3. Production strategies to meet time goals
4. Using subs vs. employees for field work

NEW! W07 • Mastering Retrofit Air Sealing

Wednesday, November 29, 2017

9:30 AM—12:30 PM

Terry Nordbye, The Practical House

3.0 hours AIA/CES LU; 3.0 hours CCB credit

1. Choose the right material at the right location
2. Air leakage and the value of air sealing
3. Using non toxic and no VOC materials
4. Cost out air sealing and make up air choices

W08 • Straight Forward Curved Stairs

Wednesday, November 29, 2017

1:30 PM—4:30 PM

Gary Streigler, Streigler and Associates, Inc.

3.0 hours AIA/CES LU|HSW; 3.0 hours CCB credit

1. Build curved stairways in place on the job
2. Fundamentals of stairway construction
3. Common mistakes and how to avoid them
4. What it takes to build a stairway with a twist

Building Performance Strategies

T01 • A New Model of Urban Regeneration—Making Resilient, Sustainable & Socially Just Neighborhoods

Thursday, November 30, 2017

1:30 PM—3:00 PM

Eric Corey Freed, LEED AP, Hon. FIGP, organicARCHITECT

1.5 hours CCB credit|HSW; 1.5 hours CCB credit

1. Transform existing neighborhoods
2. Regenerating older neighborhoods
3. Equity and resilience of the neighborhood
4. Move the neighborhood forward

NEW! T02 • Passive House for Builders—Energy Savings, Parts & Assembly

Thursday, November 30, 2017

3:30 PM—5:00 PM

Terry Nordbye, The Practical House

1.5 hours AIA/CES LU; 1.5 hours CCB credit

1. How Passive House is changing codes
2. Define what a Passive building is
3. Ingredients and parts of a Passive House
4. Up your knowledge to make any job better

F03 • Understanding Residential Wall Moisture Problems: A Means to Building Better Walls

Friday, December 1, 2017

10:00 AM—11:30 PM

George Tsongas, Ph. D., P.E., Portland State University

1.5 hours CCB credit|HSW; 1.5 hours CCB credit

1. Main types of moisture-related damage
2. Water intrusion mechanisms in walls
3. Construction to minimize water intrusion
4. Build walls with better durability

Business & Project Management

NEW! T04 • The Business of Building

Thursday, November 30, 2017

7:30 AM—9:00 AM

Mark Kerson, Author

1.5 hours AIA/CES LU; 1.5 hours CCB credit

1. Financial skills you need to run your business
2. Marketing skills to take your business further
3. Estimating and getting the skills you need
4. Compare trade skills vs business skills

T05 • The Last 10%—Punch List, Clean Up & Avoiding Callbacks

Thursday, November 30, 2017

11:00 AM—12:30 PM

Tim Faller, Field Training Services

1.5 hours AIA/CES LU; 1.5 hours CCB credit

1. Financial impact of the last 10%
2. Avoid punch lists and call backs
3. Implement an active management technique
4. Guarantee customer satisfaction at every job

NEW! T06 • The End of the Job IS the Job!

Thursday, November 30, 2017

1:30 PM—3:00 PM

Paul Winans, CR, Remodelers Advantage

1.5 hours AIA/CES LU; 1.5 hours CCB credit

1. Set up expectations with the client
2. Clear idea of exactly what “done” means
3. Handling the final days of the project
4. Ways to decrease stress at job close out

NEW! T07 • Taking Your Business to the Next Level

Thursday, November 30, 2017

3:30 PM—5:00 PM

Soraya Morgan Gutman, Brand Launcher

1.5 hours AIA/CES LU; 1.5 hours CCB credit

1. Ensure your business isn't dependent on you
2. Techniques that apply to residential business
3. Working harder is not always working smarter
4. Make the highest and best use of your time

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