



JLC LIVE Northwest 2018 Conference Program

ADVANCED SEMINARS | WEDNESDAY, NOVEMBER 28

TRACKS	7:30 AM—11:00 AM	9:30 AM—11:00 AM	11:00 AM—12:00 PM	12:00 PM—1:30 PM	2:00 PM—3:30 PM	3:45 PM—4:45 PM
Building Performance Strategies	WLBC Leadership Boot Camp: Building a Team of Leaders within Your Construction Business 7:30 am - 11:30 am <i>*Space is limited, so register early!</i>	WE01 NEW! Advanced Framing: Codes and Practices <i>Mike Guertin</i>	LUNCH <i>*Lunch included with the purchase of a 3-Day Conference Pass</i>	WE05 NEW! Cautionary Case Studies: Damage in Northwest Multifamily Housing Walls With Vinyl Siding <i>George Tsongas</i>	WE09 NEW! An Optimistic Report from the Dystopian, Apocalyptic World of 2030 <i>Eric Corey Freed</i>	WCCB1 CCB Provided Education Surprise! What Happens if the CCB Shows Up at Your Job? 3:45 pm - 4:45 pm
Business Finance		WE02 NEW! Bidding Wisely <i>David Gerstel</i>		WE06 Markup, Margins & Cash Flow Revisited <i>Michael Stone</i>	WE10 NEW! What's at the End of Your Yellow Brick Road?—Defining Your Oz <i>Leslie Shiner</i>	
Business & Project Management	WFBC Financial Boot Camp for Owners & Managers 7:30 am - 11:30 am <i>*Space is limited, so register early!</i>	WE03 Creating Clients for Life—A New Business Model <i>David Lupberger</i>		WE07 NEW! Hiring and Training Project Managers <i>Tim Faller</i>	WE11 NEW! Selling Your Why—Clearly Communicating Why Potential Clients Should Hire You! <i>David Lupberger</i>	
Materials & Techniques		WE04 NEW! Cladding Failures from a Forensic Expert <i>Mark Parlee</i>		WE08 NEW! Closet Envy: Storage Solutions & Closets to “Die For” <i>Gary Striegler</i>	WE12 Mastering Retrofit Air Sealing <i>Terry Nordbye</i>	

90-MINUTE SEMINARS

TRACKS	THURSDAY, NOVEMBER 29				FRIDAY, NOVEMBER 30		
	7:30 AM—9:00 AM	10:30 AM—12:00 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	TH01 NEW! Build it Right... Skip the Problems <i>Mark Parlee</i>		TH11 Understanding Moisture & Mold in Housing <i>George Tsongas</i>	TH16 NEW! Managing Moisture in the Building Envelope <i>Mark Parlee</i>		FR05 NEW! Big Heat for a Small Footprint <i>Laura Elfline</i>	
Business & Project Management	TH02 NEW! Leveraging Your Web Presence To Grow Your Construction Business & Generate New Customers <i>Shawn Van Dyke</i>	TH06 NEW! Effective Construction Marketing 101—Market Your Business in 4 Easy Steps <i>Jim Phrophe</i>	TH12 Efficient Project Planning and Scheduling <i>Kristy Wolfe</i>	TH17 How to be a Nice Hard Ass <i>Paul Winans</i>	FR01 Organizing for Success: 5 Steps to Implement Standard Operating Procedures <i>David Lupberger</i>	FR06 The End of the Job IS the Job! <i>Paul Winans</i>	FR10 NEW! Lean Construction for Productivity Improvement <i>Kristy Wolfe</i>
Business Finance	TH03 NEW! Business Secrets for the New & Emerging Contractor, Designer or Architect <i>Leslie Shiner</i>	TH07 NEW! Estimating Accurately <i>David Gerstel</i>	TH13 NEW! Sell Your Work Profitably <i>Michael Stone</i>			FR07 NEW! Change Orders—Essential for Companies Big & Small <i>Mark Kerson</i>	FR11 NEW! Money—Why Do So Few of Us Get it Right? <i>Mark Kerson</i>
CCB Required Education	TCCB2: CCB Provided Education Consumer Complaints: How Does the CCB Handle Them? Thursday, 9:15 am - 10:15 am				FCCB3: CCB Provided Education 811 Locate - Call Before You Dig. Friday, 7:30 am - 8:30 am		
Human Resources & Legal	TH04 NEW! Developing a Culture of Accountability: A Fresh Approach <i>Tim Faller</i>	TH08 Key Provisions in Washington and Oregon Construction Contracts <i>Elizabeth Rhode</i>	CONTINUING EDUCATION Approvals for AIA & CCB are reflected online in the JLC LIVE Conference Program course descriptions.			FR08 NEW! How the Millennial Generation is Changing the Workplace <i>Kristy Wolfe</i>	FR12 Effective Time Management—Designing Your Ideal Week <i>Shawn Van Dyke</i>
Kitchen & Bath		TH09 Efficiencies in a Kitchen & Bath Remodel <i>Tim Faller</i>		TH18 NEW! Rewriting the Rules on Kitchen Lighting <i>Doug Walter</i>	FR02 Unique Differences in Universal Design and Aging-in-Place in Your Kitchen & Bath Designs <i>Bill Owens</i>		FR13 NEW! Design a Kitchen with Confidence—Avoiding the Top 5 Common Mistakes <i>Judith Wright-Sentz</i>
Materials & Techniques	TH05 Tapping into Nature's Technology: Growing Buildings <i>Eric Corey Freed</i>	TH10 Sill Pans, and Sealants, and Slits, Oh My! <i>Stephen Mann</i>	TH14 NEW! Getting Ready for Zero Net Energy Buildings—Ingredients & Parts <i>Terry Nordbye</i>	TH19 NEW! Preservative- & Fire Retardant-Treated Wood for Durable Construction <i>Robert Bernhardt</i>	FR03 NEW! Case Studies: Better-than-AAMA Window Installations <i>Stephen Mann</i>	CERTIFICATES OF COMPLETION Individual seminar certificates available to download 7-8 weeks after the show. 	
Planning & Design	DETAILED DESCRIPTIONS JLC LIVE education can be found at nw.jlclive.com Click on CONFERENCE tab & select "CONFERENCE SCHEDULE"		TH15 NEW! Profitable Partnering: Bridging the Gap Between Design & Construction <i>Bill Owens, Doug Walter</i>	TH20 NEW! Top Ten Residential Code Mistakes <i>Glenn Mathewson</i>	FR04 NEW! Historic Without the Hysterics—Designing Within Guidelines to Increase Your Chances of Success <i>Doug Walter</i>	FR09 NEW! Understanding Codes and Inspectors <i>Glenn Mathewson</i>	FR14 NEW! Look Who's Talking Universal Design Now—Millennials... Really? <i>Bill Owens</i>