

# **UTCA ACADEMY OF PROFESSIONAL DEVELOPMENT**

**January 22nd & 29th, 2020**

## **Develop Your Competitive Difference**

### **How to navigate change to obtain improved results in the construction industry**

This workshop was developed from key themes highlighted from partnering over the past decade with project managers, supervisors and other construction industry leaders. The techniques, skills and processes shared are field-tested, relevant and proven.

The workshop will address the following:

- **Nine Things Successful People Do Differently**
- **Strategies To Deal With Change And Innovation Facing Our Industry**
- **Effective Communication**
- **Focus On People And Processes To Be Profitable**
- **Putting First Things First**
- **Industry Specific Case Study**

Whether a veteran, or new hire, you will learn something life-altering. If you've worked with Coach Paul already, you know his engaging facilitation style guarantees you will gain many actionable concepts leading to improved results in your life and business.



*Serving New Jersey's Construction  
Industry Since 1965*

**January 22nd and 29th  
8:30 A.M.– 5.00 P.M.**

**Price \$575**

***Must attend both days***

UTCA office is located at:

1670 Rte. 34 N  
Farmingdale, NJ 07727  
P:732-292-4300  
F:732-292-4310

### **Introducing Paul Anovick Business Owner, Entrepreneur & Adjunct Professor at NJIT**

Paul's expertise includes executive coaching, leadership, and strategic planning. Coach Paul works with individuals through executive coaching, as well as companies and organizations. The results have led to an impressive client list over the past ten years. In the construction industry Coach Paul has worked directly with companies such as J. Fletcher Creamer & Son, Crisdel Group, North American Pipeline, Atlantic InfraTrac and Harms Construction, to name a few. Paul has facilitated for NJIT in Newark, NJ in conducting Leadership Programs for the University. In 2020 the UTCA will offer several sessions facilitated by Coach Paul.

Please visit [CoachAnovick's](#) website for more details and connect on [LinkedIn](#).



UTILITY and TRANSPORTATION CONTRACTORS ASSOCIATION

Academy of Professional Development

PRESENTS:

***Develop Your Competitive Difference In Construction***



**Registration Form**

Enclosed is our check in the amount of \$\_\_\_\_\_ to cover registration costs of \$575.00 per person. If you need additional copies of this form, please photocopy.

UTCA Office 1670 Rte 34N, Farmingdale, NJ

January 22 & 29, 2020

8:30 A.M. - 5:00 P.M.

**Please Type or Print Clearly**

NAME \_\_\_\_\_

NAME \_\_\_\_\_

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NAME \_\_\_\_\_

NAME \_\_\_\_\_

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NAME \_\_\_\_\_

# \_\_\_\_\_ PEOPLE AT \$575 EACH

TOTAL DUE \$ \_\_\_\_\_ \*

COMPANY \_\_\_\_\_

CONTACT NAME \_\_\_\_\_

CONTACT EMAIL \_\_\_\_\_

CREDIT CARD NUMBER \_\_\_\_\_

EXP. DATE \_\_\_\_\_

SECURITY CODE \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \*3.5% service charge for credit card transactions

CITY, STATE & ZIP \_\_\_\_\_

PHONE \_\_\_\_\_

**FAX THIS FORM TO (732) 292-4310 OR EMAIL [dan@utcanj.org](mailto:dan@utcanj.org)  
TO RESERVE YOUR SPOT AS SOON AS POSSIBLE!**

***If paying by check, please mail to:***

***UTCA/NJ \* P.O. Box 728 - Allenwood, NJ 08720***