

Contractor Seminars

SATURDAY, APRIL 14

8:15 - 9:45 a.m.

OPENING GENERAL SESSION

“Breaking Cycles — A Rags-To-Riches Story: From Homelessness to Wall Street,” with Christopher Gardner, author of “The Pursuit of Happiness.”

10:00 a.m. - 2:15 p.m.

TRADE SHOW OPEN

2:30 - 6:00 p.m.

SUPERVISION SEMINAR

Attendees learn effective communications: Why poor employee communication is so costly and how to communicate effectively with all employees.

2:30 - 4:40 p.m.

SPECIAL CEO SUMMIT (LIMITED SEATING)

2:30 - 3:30 p.m.

CONCURRENT SESSIONS

- Security Training Issues
- Operations Roundtables (Two 30-minute sessions)
- Closing The Sale
- Win Together by Measuring Your Team's Performance

3:40 - 4:40 p.m.

CONCURRENT SESSIONS

- Selling Security Services — Not Price
- Construction Cleanup — Make Profits Not Mistakes
- Operations Roundtables Repeat
- Marketing For The Small To Mid-Sized Company
- Quality Control Through Internet Technology

4:45 - 5:30 p.m.

GENERAL SESSION

“BSCAI Changed My Life! Come See How,” with speakers Bob Armbruster Jr. of Clean Team, Inc., Ernest E. Clark Jr., CBSE, of Mister Kleen Maintenance Co., and Stan Doobin of Harvard Maintenance.

5:30 - 7:00 p.m.

RECEPTION IN THE TRADE SHOW

Enjoy food, drink and fun in the neighborhoods of Chicago while hunting for clues for a scavenger hunt.

SUNDAY, APRIL 15

8:00 - 10:00 a.m.

BIDDING & ESTIMATING BASICS SEMINAR

Learn the basics to workloading, bidding and job costing.

8:15 - 9:45 a.m.

GENERAL SESSION

CEOs from some of the most successful contract cleaning companies will facilitate roundtable discussions on industry trends.

10:00 a.m. - 2:15 p.m.

TRADE SHOW OPEN

2:30 - 5:00 p.m.

SPECIAL CEO SUMMIT (LIMITED SEATING)

2:30 - 6:00 p.m.

BIDDING & ESTIMATING BASICS SEMINAR CONTINUES

2:30 - 3:45 p.m.

CONCURRENT SESSIONS

- Planning for an Avian Flu Pandemic
- Contract Security Customers Speak
- Expanding Your Special Services Division
- Growing Your Company After Attending a BSCAI Convention

4:00 - 5:00 p.m.

CONCURRENT SESSIONS

- Top 5 Ways to Motivate Your Team On A Tight Budget
- Concrete Cleaning, Sealing and Staining

5:15 - 6:15 p.m.

SKILL BUILDERS SESSIONS

- Quick Drying Carpet Care
- Stop Cleaning, Start Maintaining

MONDAY, APRIL 16

8:00 a.m. - 12:00 p.m.
BIDDING & ESTIMATES
BASICS SEMINAR CONTINUES

8:15 - 9:45 a.m.
GENERAL SESSION

“What Do Your Customers Really Want?” with Teena G. Shouse, CFM, chair, International Facility Management Association, and Robert B. Toothaker, CPM, 2007 president, Institute of Real Estate Management.

10:00 - 11:15 a.m.
GENERAL SESSION

“The Current State of Green Cleaning” with Stephen P. Ashkin, president and founder of The Ashkin Group, LLC.

11:30 a.m. - 12:45 p.m.
CONCURRENT SESSIONS

- Green Standards That Can Affect Contractors
- Women’s Forum Roundtable Discussions
- Contract Security Technology Trends
- OSHA Consultation Program
- Immigration Issues

2:30 - 5:00 p.m.
AM I REALLY MAKING MONEY?
SEMINAR

This seminar features a brief review of bidding and estimating, an overview of budgets and a look at the entire picture.

2:30 - 3:45 p.m.
CONCURRENT SESSIONS

- Greening Your Organization
- The Acquisition Process —
From Beginning To Closing And Beyond
- Immigration Issues

4:00 - 5:00 p.m.
CONCURRENT SESSIONS

- Recruiting Employees
- Sleep Better At Night
- Expansion — Is It The Right Time
For Your Company?

TUESDAY, APRIL 17

8:15 - 11:15 a.m.
GENERAL SESSION

“Top CEOs Answer Your Toughest Questions” during this candid roundtable discussion.