

2011 Seminars - Register Today at www.ccr-summit.com

LUNCHEON SPEAKER

Every Man's Journey to Significance. Or: What's your place on your team?

Everyone knows right from wrong. It's a long journey to get what you feel in your heart to your brain for processing, then out of your mouth or in print. A lot can happen along the way. The truth can get distorted or rationalized into "a better way." Darrel recommends telling the truth (that way you always know what you said), honesty and integrity in the work place.

Darrel combines his experiences on and off the baseball field with the honesty, integrity and ethics needed in today's work place. He will show you how a sense of humor can help you succeed. His message: no matter what position you have, you are a valuable part of your organization.

About the Speaker: Darrel Chaney

In 2002, after 22 years in the real estate industry, Darrel Chaney retired as a senior VP of marketing and sales for a national real estate relocation management and consulting firm and moved to the mountains of North Georgia. Today, he's director of community relations for Prime Retail Services Inc., a national provider of in-store construction services. He has been with Prime since 2002.

Darrel spent 32 years in real estate and relocation sales, followed by eight years in the retail construction industry. A recipient of numerous sales awards, he also is a U.S. Army veteran. In addition, he has served on numerous charity boards, several civic clubs and is past chairman of the Major League Baseball Player's Alumni Marketing Group. He also has been a sales and motivational speaker since 1969.

During his 16-year pro career, Darrel played for the Cincinnati Reds and Atlanta Braves. As a Red, he played in three World Series and was a member of the 1975 "Big Red Machine" World Champions. He also was a TV and radio broadcaster for the Atlanta Braves, as well as a commercial spokesman for numerous companies. Darrel and his wife, Cindy, have been married 42 years and live in Sautee Nacoochee, GA.



END-USER AFTERNOON SPEAKER

Extreme Productivity

By focusing on the intended results and using Doug's unique perspective on thought control, you'll take away a whole new way of thinking about what it means to be productive in an age of constant interruptions and economic turmoil.

About the Speaker: Doug Reitmeyer

Over the past 30 years, Doug Reitmeyer completed more than 1,000 federal construction contracts bringing him and his client companies over \$1 billion in revenues and profits. He is considered the expert at increasing margins for construction companies while bringing ever greater value to the customer. He authored "Show me the Money" as you may have read in our previous publication, the Commercial Construction Magazine, "How to Become a Federal Construction Contractor." More on Doug at www.reitmeyer.com, www.topofthegoldenbridge.com, and www.GCExperts.com



SEMINARS

Liens, Laws and Licensing

A discussion of strategies and processes that address and avoid mechanics liens, non-payment issues and the associated risks involved.

Moderator: Art Rectenwald, RCA



Lean and Green - Achieving LEED Without Breaking The Bank

This session will focus on achieving LEED certification across a range of project types without breaking your budget. Linstroth will use retail, restaurant, hotel and school case studies to demonstrate how LEED certification and the associated benefits can be earned in a cost and time effective manner.

Moderator: Tommy Linstroth, Trident Sustainability



New Mixes: Not Your Grandfather's Big Box Center

Large format retail searches for new venues and other uses - retail, office, hospitality. At the same time, it searches for new means of delivery, including adaptive reuse.

Moderator: Chris Thomas, DLR Group



Exporting Commercial Facility Development

Growth beyond the US mainland borders - a discussion about the requirements, issues and problems with facility development outside of the U.S.

Moderator: Mike Hanlin, Hanlin Rainaldi Construction Corp.



Building the A Team in Today's Marketplace

The seminar would review recommendations and lessons learned with assembling the proper team to design and then construct a successful project given the issues of today's marketplace.

Moderators: Mike Kraus, P.E., Kraus-Manning, Inc.; John Manning, Kraus-Manning, Inc.



Common Sense Approaches to Energy Performance

Rising energy costs, pressure for environmental responsibility, and stringent codes restricting energy usage are impacting new construction and renovation projects. Exotic technologies do not always produce predictable results, and building operation is often the Achilles Heel of energy performance. This session will present engineering design methods that reduce energy costs in facilities through practical, easy to maintain and affordable approaches.

Moderator: James T. Wamsley, PE, CxA, LEED AP BD+C, TLC Engineering for Architecture



Brand Image in Commercial Development

Whether a corporate location and a stubborn landlord or balancing the brand's desires with the franchisees resources - finding the balance for all involved as to delivering the right brand image on a commercial development project is a constant challenge. Hear how construction project managers for two brands, one corporate and one franchise based, have faced these challenges and others and completed successful projects and maximized the brand image.

Moderator: Jeffrey D. Mahler, L2M Architecture



Optimizing Your Receivables

If your days sales outstanding DSO and delinquencies are increasing, the solution is often a combination of more vigorous and assertive collection efforts combined with more frequent credit reviews on active customers.

Moderator: Marc Davenport, RMI Consulting LLC



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