



Greg Ferguson

Instructor

Greg is a former U.S. Navy F-14 flight officer who arrived in Raleigh, NC in 1995 as a management consultant to the construction industry. In that capacity, he worked with numerous companies in training and consulting role. Since then, he has led and participated in the planning, approval, development, and execution of a variety of cross functional internal and external construction projects up to \$100 million in market value. He has extensive experience in leadership, business acquisition, financing, marketing, and sales of new projects and services. He is a licensed general contractor in the state of North Carolina.

Greg is also an author, teacher, and public speaker. He is a communications and leadership consultant to several global companies. He has created and taught numerous classes to national and international audiences on subjects including communication and presentation skills, negotiation, strategic planning, pricing and bidding strategies, leadership, volunteer service, and many more. He has taught in North and South America, Europe, and Asia. He has received the highest award possible from Toastmasters International--the Distinguished Toastmaster.

Greg received a Bachelor's of Business Administration from Baylor University and an MBA from Old Dominion University. He has been recognized for his outstanding contributions to the community by being named in the Triangle Business Journal's "40 Under 40" and Business Leader Magazine's "Impact 100." He is past President of the Raleigh Durham chapter of the Entrepreneurs' Organization, past president of High Noon Toastmasters, past chairman of the A. E. Finley YMCA Board of Advisors, and past Major Gifts Chairman of A. E. Finley YMCA.



Michelle Thompson

Consultant

Michelle Thompson focuses on building high-performing teams, executive training and developing next generation leaders across organizations, helping them integrate their company's mission and vision into strategic plans, leadership development and training programs.

Michelle's client engagements include vision work, succession management, conflict management training and empowering peak team performance. She enjoys helping clients identify and develop new or improved solutions to manage, measure and prepare for long-term sustainable results.

Prior to joining FMI Michelle spent 12 years consulting in her own practice for both privately held and public Fortune 500 organizations to help create innovative programming to develop new and emerging leaders. This led to the opportunity to work alongside SAP to map the improved organizational design across four departments and value streams for a Middle Eastern manufacturing company. This project culminated with a five-day training in Dubai, United Arab Emirates, where Michelle led workshops for 20 executives.

In addition to these experiences, Michelle spent 10 years honing her leadership and project management skills while working in brand management and advertising for Fortune 100 companies in Chicago, Detroit, and Denver.



Tuesday, April 11, 2023

FLIC 101 - Day One: (Leadership Skills)

8:00am – 9:00am

Announcements, Safety, Class Overview and Introductions

9:00am – 12:15pm

Leadership vs. Management

- What's the difference? Learn to distinguish between leadership and management skills.
- Recognize what leadership skills you need and how they can impact others.
- Learn the importance of Setting Direction, Aligning Resources and Motivating People.
- Understand your company's culture and its impact on leadership.

LUNCH (45 min)

Networking Lunch w/ Guest Speaker

Speaker: John Windle, Ard Contracting & 2023 ABC Chairman of the Board

12:15pm – 1:45pm

Activity – Legos with Debrief

1:45pm – 3:45pm

Proscan (ProScan Assessment)

- Evaluate your own management & leadership styles using the ProScan Assessment System.
- Gain direct feedback on your self-perception, your response as expected by others and your inherent response under pressure.
- Learn how individual styles effect your communications with others.
- Utilize these tools to build more productive teams.

3:30pm – 4:00pm

Debrief and Homework

Wednesday, April 12, 2023

FLIC 101 - Day Two: (Communication Skills)

8:00am – 8:15am

Review Day One

8:15am – 9:15am

Connecting with Others

- Learn the communication process and how to use it to impact others
- Understand how listening is an essential part of leadership
- Tips for recognizing non-verbal communication in yourself and others
- Interpreting how those you lead need and offer communication

9:30am – 11:00am

Developing a Powerful Message

- Seeing the reality of what people receive in your communication
- Structuring your message for maximum impact
- Making sure that what you want gets done
- Responding well to hostile questions

11:00am – 12:00pm

Presentation Meeting Skills

- Communicating effectively when the pressure is on
- Using the five skills of effective presenters in every communication
- Making sure to check that those with whom you communicate are understanding
- The importance of engagement in our A.D.D. world

LUNCH (1 hr) – Legal Hour

Speaker: David Pugh - Bradley

1:00pm – 3:15pm

Activity: Sharing Your Ideas

3:15pm – 4:15pm

Better Listening

- Recognize the importance of listening
- List out the bad habits that keep you from listening more effectively
- Build new habits toward better listening
- Assess yourself on your own listening skills

4:15pm – 4:30pm

Debrief





CLASS: FLIC 101

DATE: Tuesday, April 11 (7:30 am – 5:00 pm)
Wednesday, April 12 (7:30 am – 5:00 pm)

LOCATION: ABC Office, 1830 28th Ave. South, Birmingham, AL 35209

PARKING: Free Underground Parking across the street at SOHO

COST: \$1,295.00

REGISTRATION FORM

Company _____ Contact _____

Attendees _____

Payment Options: Check Enclosed
 Please Invoice Company
 Credit Card (*see below instructions)
 *Please pay by credit card at www.abc-alabama.org/Pay-Online

EMAIL TO: jenny@abc-alabama.org

MAIL TO: ABC, 1830 28th Avenue South, Birmingham, AL 35209

PLEASE NOTE: To ensure effectiveness, ABC will close this class at 30 attendees. This is a popular class and sells out every year. Be sure to get registered early.