



## **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, October 17, 2023***

**FLIC 102 - Day One: (Time Management)**

8:00am – 8:15am

**Recap of FLIC 101**

8:15am – 9:30am

**The Impact of Productivity**

- What can teams do to improve productivity and make a real impact on the bottom line of the project?

9:30am – 11:15am

**Building Great Teams**

- Presentation practice as a team about teams

11:15am – 12:00pm

**Delegation**

- How to delegate more effectively and save time

***LUNCH (45 min)***

**Networking Lunch w/ Guest Speaker**

***Speaker:*** TBA

12:45pm – 2:00pm

**Activity – Water Tower**

2:00pm – 3:45pm

**Time Mastery**

- Discuss why time management is so important and learn tips and ideas for doing it better as leaders.

3:45pm – 4:00pm

**Debrief and Homework**

***Wednesday October 18, 2023***

**FLIC 101 - Day Two: (Conflict & Customers)**

8:00am – 8:15am

**Review Day One of FLIC 102**

8:15am – 9:30am

**Conversations in Conflict**

- Learn the process that creates conflict and how to stop it

9:30am – 11:00am

**Feedback**

- Understand how feedback impacts the development process and how to do it with less conflict

11:00am – 11:45am

**Effortless Customer Service**

- Learn what a customer really wants and how to keep the relationship healthy instead of conflicted.

***LUNCH (45 min) – Legal H***

***Speaker:*** David Pugh - Bradley

*12:30pm – 4:15pm*

***Activity: House of Cards***

4:15pm

**Action Planning**

4:15pm – 4:30pm

**Debrief**



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**CLASS:** FLIC 102

**DATE:** Tuesday, October 17 (7:30 am – 5:00 pm)  
Wednesday, October 18 (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

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**REGISTRATION FORM**

Company \_\_\_\_\_ Contact \_\_\_\_\_

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

**EMAIL TO:** [jenny@abc-alabama.org](mailto:jenny@abc-alabama.org)

**MAIL TO:** ABC, 1830 28<sup>th</sup> 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.