

# Hiring, Building & Retaining Talent

Tuesday, October 21 & November 18, 2008

A 5-HOUR PROGRAM PRESENTED IN 2 SESSIONS

8AM - Continental Breakfast

8:30-11AM - Program

ABC Chapter Training Center  
Concord, NH

## THIS INTERACTIVE AND PRACTICAL PRESENTATION WILL HELP CONTRACTORS ...

- RECRUIT THE RIGHT PEOPLE
- PREPARE FOR THE RECRUITMENT PROCESS
- UTILIZE METHODS TO ATTRACT TALENT
- IMPROVE THE INTERVIEW PROCESS
- UNDERSTAND WHAT DRIVES PEOPLE OUT THE DOOR
- OVERCOME RETENTION ISSUES
- DEVELOP A GREAT PLACE TO WORK
- MOTIVATE AND DEVELOP TOP PERFORMERS

### PRESENTER:

DENNIS SALTER, PRESIDENT - SALTER & ASSOCIATES  
 DENNIS PROVIDES BUSINESS MANAGEMENT ASSISTANCE TO CONSTRUCTION INDUSTRY COMPANIES. HE WORKS WITH ORGANIZATIONS BOTH LARGE AND SMALL TO HELP THEM MOVE TOWARD SUCCESS THROUGH ATTITUDE DEVELOPMENT, INTERPERSONAL SKILLS IMPROVEMENT, AND GOALS DEVELOPMENT.  
 HIS PROCESS IS INTERACTIVE AND RESULTS ORIENTED

\$125 pp / ABC Members  
 \$200 pp / Non-ABC Member  
INCLUDES MATERIALS AND CONTINENTAL BREAKFAST

**The construction industry is labor intensive and it is a fact that people are your number one asset.** Despite the numerous challenges currently facing construction industry professionals, recent surveys show that recruiting and retraining employees remains one of the top issues facing contractors. "The Aging Workforce"; "Developing Mid-Management"; "Attracting Younger Workers"; are common issues expressed by employers.

Although there are no easy solutions, this 5-Hour Program, presented in 2 Sessions will help provide information to support your efforts to hire, build and retain talent.

## REGISTRATION - Hiring, Building & Retaining Talent

Tuesday, October 21 & November 18, 2008 ABC Chapter Training Center Concord, NH

\$125 / ABC Members \$200 / Non-ABC Member - Payable to Associated Builders & Contractors NH/VT

ABC MEMBERS RECEIVE PREFERRED SEATING IN ALL COURSES

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CONTACT \_\_\_\_\_

PHONE/EMAIL \_\_\_\_\_

NAME(S) \_\_\_\_\_

*TITLE & EMAIL ADDRESS*

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**New Hampshire/  
Vermont Chapter**

## **ABC NH/VT TRAINING CENTER**

**58 CHENELL DRIVE, CONCORD NH**

**603/ 226-4789**

**FROM I-93 IN CONCORD TAKE EXIT 15 E TO I-393 EAST**

**TAKE EXIT 3 TO ROUTE 106 AND HEAD RIGHT ONTO 106 SOUTH; PROCEED PAST STEEPLGATE MALL**

**THE NEW ABC NH/VT CHAPTER OFFICE & TRAINING CENTER IS ON THE RIGHT AT THE CORNER OF ROUTE 106 AND CHENELL DRIVE.**

**TRAINING CENTER PARKING & ENTRANCE AT REAR OF BUILDING**