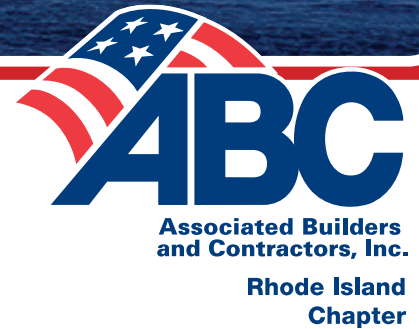


**2020  
Northeast  
Regional Conference  
April 23<sup>rd</sup> - 24<sup>th</sup>  
Newport, RI**



**Hosted By:**



## **Northeast Regional Conference and Free Enterprise Alliance Reception**

**ABC Rhode Island Chapter** invites ABC Members and Staff to join us in Beautiful Newport, RI on April 23<sup>rd</sup> & 24<sup>th</sup>, 2020!

**Where:** The Newport Harbor Hotel and Marina  
49 Americas Cup Avenue • Newport, RI  
Special Room Rate **\$149.80** (Taxes & Fees Included)

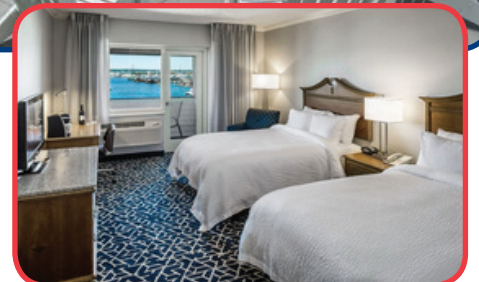
*We will send booking information once we receive your registration.*

### **Travel**

**T.F. Green Airport (PVD)  
or Amtrak to South Kingston (KIN)**

Conference Time: Begins 12:00pm Thursday; ending at 11:30am Friday

**PLEASE REGISTER BY FEBRUARY 26<sup>th</sup>, 2020!**



# Sponsorship (check one)

- Diamond Conference \$1,000**  
• Two conference registrations (*hotel room not included*)  
• Event Recognition  
• Tabletop display at NE Regional Meeting

**SOLD**

- Platinum Conference \$500**  
• One conference registrations (*hotel room not included*)  
• Event Recognition  
• Tabletop display at NE Regional Meeting

- Gold Conference \$300**  
• Event Recognition

- Diamond FEA Reception \$2,000**  
• Two conference registrations (*hotel room not included*)  
• Logo on table top tent cards  
• Podium recognition

**SOLD**

- Platinum FEA Reception \$1,000**  
• Two conference registrations (*hotel room not included*)  
• Logo on table top tent cards  
• Podium recognition

**SOLD**

- Gold FEA Reception \$500**  
• Two conference registrations (*hotel room not included*)  
• Logo on table top tent cards  
• Podium recognition

**Return Completed forms to:**

EMAIL  
Maureen@abcri.org

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(401) 305.3540

MAIL  
ABC RI Chapter  
249 Roosevelt Ave.  
Suite 102, Box 4  
Pawtucket, RI 02860

QUESTIONS?  
Maureen@abcri.org



Registration Form for Northeast Regional Conference, April 23<sup>rd</sup> & 24<sup>th</sup>, 2020  
\_\_\_\_\_ \$199 Conference Registration (hotel room not included)

Company Name: \_\_\_\_\_ Contact Name: \_\_\_\_\_

E-Mail (required) : \_\_\_\_\_ Phone: \_\_\_\_\_

Choose your payment type: \_\_\_\_\_ Check enclosed (Please make checks payable to ABC RI Chapter)

\_\_\_\_\_ Charge my credit card: \_\_\_ Visa \_\_\_ Mastercard \_\_\_ AMEX \_\_\_ Discover

Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

3 Digit CVC Code: \_\_\_\_\_ Authorized Signature: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_



Gail Lowney Alofsin, President, Authentic Measurable Performance (AMP!), is an author, keynote speaker, adjunct professor and business executive.

As an adjunct professor for over two decades and a business development specialist for over three decades, Gail embroiders reality based experience and current research into her presentations.

Gail's book, *Your Someday is NOW – What are you Waiting For?* has raised over \$42,000 for non-profit organizations. Gail currently serves on the boards of the Dr. Martin Luther King Jr. Center, Newport Hospital Foundation Board and Newport Chamber of Commerce. She has been a volunteer in both the U.S. and Haiti for the Haitian Health Foundation since her sophomore year at Tufts University.

A lifelong student and humanitarian, Gail believes that we all have the capability to be a leader in our own lives, influencing the lives of others to positive peak performance and success.



## BUILDING A CULTURE OF SUCCESS

### Agenda: Thursday, April 23rd

**11:00 AM - Noon** Registration

**Noon - 1:00 PM** Lunch

**1:00 PM** Welcome Remarks Maureen Grillo, ABC RI Chapter President & Justin Coletta, ABC RI Board Chair, Vice-President / Project Manager Coletta Contracting, Inc.

**1:15 PM - 2:30 PM** Franklin Covey - *Introduction To The Four Essential Roles of Leadership* - Monica Glowinski Senior Director ABC National Chapter Development Team



*Four Essential Roles of Leadership* - Monica Glowinski Senior Director ABC National Chapter Development Team

There are four roles leaders play that are highly predictive of success. We call them essential, because as leaders consciously lead themselves and their teams in alignment with these roles, they lay the foundation for effective leadership.

**2:30 PM - 2:45 PM** Break

**2:45 PM - 4:45 PM** Building a Culture of Success - Gail Lowney Alofsin Action - *Lead From The Seat You Are In!*

What do you want from the workplace? How do you feel when you walk in the door? Camaraderie, spirit, opportunity, acknowledgement, motivation? The culture of your company is dependent on the team's contribution and leadership. The culture of the company includes YOU.

**5:30 PM - 7:00 PM** - FEA reception at hotel. Ben Brubeck, Vice President Government Affairs ABC National

### Agenda: Friday, April 24th

**7:30 AM - 8:15 AM** Breakfast

**8:15 AM - 8:30 AM** Opening remarks - Maureen Grillo, ABC RI Chapter President & Tim Keating, ABC National Chair, President R.C. Stevens Construction Company

**8:30 AM - 9:45 AM** *Building a Culture of Success* - Gail Lowney Alofsin - *Communication Part 1*

Being able to explain matters and convince others is an essential skill in management and life. Your business depends on how your clients feel about you; your relationships are built on the image that others create of you. With theories from "The Tallest Tree" to "Avoiding Self Sabotage" - this presentation focuses on the most important item to communicate - the brand called YOU!

**9:45 AM - 10:00 AM** Break

**10:00 AM - 11:00 AM** - *Building a Culture of Success* - Gail Lowney Alofsin - *Communication Part 2*

**11:00 AM - 11:30 AM** Regional update/ roundtable - Stephanie Schmidt - ABC National Secretary and Northeast Regional Vice Chair, DBIA President Poole Anderson Construction LLC

**Closing Remarks** - Maureen Grillo, ABC RI Chapter President

