

**The National Electrical Contractors Association  
& the Oregon-Columbia Chapter, NECA, Present:**

**Ownership Transition Management Succession**  
**Tuesday, March 26, 2019 – 8:00 am to 12:00 pm**  
**Oregon-Columbia Chapter, 601 NE Everett St., Portland, OR 97232**  
\$390 per-person for Chapter Members

Nearly half of all contractors will go through an ownership transition and / or management succession by 2025. Learn what alternatives exist to transfer ownership along with the pros and cons of each. Also explore techniques to garner alignment and buy in from the incoming management team. Evaluate tools to identify skills gaps of the new ownership and management team and discuss resources and options for filling the gaps.

Following this course, participants will be able to:

- Understand alternative methods and options for ownership transition
- Learn how to identify an incoming management team
- Identify options to structure incoming ownership / management team to optimize results
- Identify resources and options to help fill skills gaps considered necessary for success

This course will be facilitated by Dan Barrett with Maxim Consulting Group.

Send in Registration using a check:

Name \_\_\_\_\_ Job Title \_\_\_\_\_  
NECA Member Number \_\_\_\_\_ NECA Chapter Affiliation \_\_\_\_\_  
Company \_\_\_\_\_ Street Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Telephone \_\_\_\_\_ Email \_\_\_\_\_

**\*Required for online course registration**

Enclosed is my check for \$ \_\_\_\_\_

*Please make check payable to the Oregon-Columbia Chapter and mail to:* 601 NE Everett, Portland, Oregon 97232

*Questions?* Call Kelli at 503-233-5787 or email [kelli@orecolneca.org](mailto:kelli@orecolneca.org)

- Use Ed Funds (Oregon-Columbia Chapter Members Only)

**Recommended Hotel:** Double Tree Hilton,  
1000 NE Multnomah Street  
Portland, Oregon 97232  
Phone: 503.284.8553

**Cancellation Policy:** Full refunds are available up to 30 days before the program, a \$75 fee, plus the cost of any materials received, will be assessed for cancellations up to 7 days before the program, and cancellations less than 7 days before the program will result in a full forfeiture of the fee. Substitutions can be provided at any time.

**Participants who successfully complete this course will be awarded 3 Continuing Education Hours.**

