



▶ **NEXT FORUM:**  
 TUESDAY, JANUARY 20  
 5:30-7:30 PM  
 TOPIC:  
 TIPS FOR WORKING WITH  
 CLIENTS

○ ISSUE 1 | ○ VOLUME 7 | ○ January 12, 2009

# Emerging Construction Professionals



ECP FORUM IS SPONSORED BY:  
 AGC-NEBRASKA BUILDING CHAPTER  
<http://www.agcnebuilders.com>  
 MCA-OMAHA CHAPTER  
<http://www.mca-omaha.org>  
 NECA-NBERASKA CHAPTER  
<http://www.neneca.com>



BUILDING THE FUTURE LEADERS OF NEBRASKA'S  
 CONSTRUCTION INDUSTRY

## forum

### Leading in Times of Fear

Business Week magazine published a January 8 article with the title, "Construction industry warns of big job cuts in '09." The article quotes AGC of America predictions of job losses based on a survey of its more than 1,000 members.

Typically industry-related news grabs the attention of main stream media publications, but the idea of more than 1 million people losing jobs next year has the country on edge. More than likely it has some of your employees and subcontractors on edge, too.

Leading people during rough economic times can be a very difficult task, especially when your people feel afraid of their own economic and employment security. Some may look to you to provide answers about the future that you are not

able to provide. When leading a team during anxious times, here's a few thoughts to remember:

1. Focus on taking care of the client. Don't forget job #1. When you stay focused on the job at hand, so will your team.
2. Acknowledge what people are experiencing. They recognize you may not be able to understand or help, but they will appreciate the you notice.
3. Avoid promises about the future that you can't guarantee. When scared of the future people want assurances that make them feel secure. Only commit what you know to be certain.

Your actions as a leader in a time of crisis will shape your long-term legacy as a leader in the organization.

### Proposed New Spending

If you've been focused on college bowls and NFL playoff this week you might have missed the announcement from President-elect Barak Obama for a multi-billion dollar economic stimulus plan that includes major funding for infrastructure.

Obama spoke about his plans to create millions of jobs by making the largest national infrastructure investment since "the creation of the federal highway system in the 1950s." He also threw in plans to modernize public office buildings and upgrade schools.

A poll by Gallup later in the week showed that most Americans support paying higher taxes for these improvements. If Congress acts quickly, watch for new state and federal construction projects to start soon.

## PERSONAL FINANCE TIP BY UNION BANK

### Know Your Credit Card Fees.

Credit cards give you the convenience of charging what you want when you want but beware of potential fees. When used properly you will avoid the fees for late payment, over-the-limit and cash advances. To learn more listen to our podcast, "Credit Card Tips" at [uibt.com](http://uibt.com) or call 800-297-2837.

## Getting Involved

### A Petition to Support Infrastructure Spending

AGC of America has created an online petition asking people to sign up to demonstrate their support for an economic stimulus plan that provides billions in spending for roads, schools and federal buildings. It can be found at [http://www.agc.org/cs/lets\\_build](http://www.agc.org/cs/lets_build). You might think, "don't we pay people in DC to lobby for these things?" You do, but in the face of thousands of requests for federal spending (just try a Google News search for "economic stimulus" and see how many people want a piece of the action) lawmakers are looking to understand what will work and what people will support. Take time to show your support.



You Belong Here.™