EFCG Business Leadership Forums

EFCG offers customized training programs for the top talent in your firm, providing them with the tools and skills to become better leaders, managers, and strategic thinkers.

APPROACH

Our forums create an opportunity for you to invest in the learning and development of your firm's next generation of leaders. Through these 30-session training programs, we offer content and discussions critical to their professional development. We first focus on the major strategic and financial issues leadership teams face in the AEC Industry today. Leveraging EFCG's industry data and your firm's benchmarked metrics, participants engage in finding solutions to business challenges that can positively impact your firm's success. We then shift to sessions that provide successful methods for skillset development, giving participants valuable tools that they can use in their current and future roles as business leaders.

SAMPLE TOPICS

- **Strategic:** Strategic planning, talent, compensation, DEI, tech innovation, ESG, M&A, risk assessment & mitigation planning, internal ownership transitions

- **Financial:** Growth and profit, working capital, multiplier, utilization, budgeting and forecasting

- **Skillset Development:** Negotiations, business development, public speaking / presentation skills

15 lectures on industry trends and skillset development	15 interactive discussion sessions	Project-based work to problem solve on strategic challenges	Virtual with optional in-person sessions	6 to 8 months 8 to 12 participants

PRACTICE LEAD

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EFCG EXPERTISE AND EXCLUSIVE DATA

- 33+ years of industry analysis using EFCG's proprietary AEC Industry data
- Advisor to leadership teams from 500+ firms on strategy and execution
- 180+ M&A transactions advised on
- 80+ industry leadership conferences hosted