



ELECTRI Business Coaching

Jessica Cardenas
ELECTRI International



ELECTRI  **INTERNATIONAL**

Research and Education for the Electrical Construction Industry

Introducing ELECTRI's
Business Coaching Network

Why Offer Business Coaching?

- ✓ **Pass on the Knowledge**

There is a lot of industry knowledge and experience in NECA and ELECTRI. This program ensures we don't lose that expertise with each new generation entering the industry.

- ✓ **Elevate the Industry**

ELECTRI is committed to industry excellence and growth. This program is a valuable resource for contractors to excel in their field.

- ✓ **Equipping Contractors for the Future**

This industry is changing rapidly and contractors need to stay again of the pace of change. This program will help contractors diversify and adapt to stay competitive.





Meet the Coaches

Get personalized business coaching from the best in the electrical contracting industry!

Bob Dagostino

Dagostino Electronic Services



Expertise

Systems Integration, Low Voltage, Advanced Technology, Digital Electricity

About

Bob Dagostino is the founder and president of Dagostino Electronic Services (DES). With a lifelong passion for connectivity, Bob has steered DES since 1973 in bringing quality and innovative technology solutions to businesses across the region. World-class healthcare institutions, top universities, local and federal government and countless school districts have benefited from DES' wide range of solutions, including networking, security, audiovisual, lighting and AI.



Jerry Hein

ECSI Systems Integrators



Expertise

Systems Integration, Low Voltage

About

Jerry is the President of ECSI System Integrators in Bloomington, Minnesota. He founded ECSI in 1997. ECSI is a Systems Integrator and specializes in Limited Energy System Integration.



Jason Kreger

Aladdin Electric



Expertise

Service, Field Leadership, Leadership & Culture

About

Jason R Kreger is a seasoned professional with over 30 years of experience in the electrical service industry. As the President and General Manager at Aladdin in Jackson, MI, Jason has demonstrated a powerful ability to connect with people and build strong, lasting relationships. Jason is a dedicated mentor who enthusiastically pushes people to the extreme of their capability, helping them to reach their full potential. His leadership style is characterized by a strong focus on collaboration, innovation, and continuous improvement, making him a driving force behind the success of Aladdin in the Jackson community.



Glenn Patterson

HAP Advisors



Expertise

Service, Prefab, Field Leadership, Finances, Growing Profitability, Strategic Planning, Mergers and Acquisitions, Company Culture, Lean Construction, Renewable Energy

About

Glenn is a seasoned Senior Executive and Board Member with more than 42 years of success with strategic planning, ownership transition, rapid growth management, extensive financial leadership, process improvement, operational management, startups, mergers and acquisitions, lean operations, company culture, leadership development, team building, and sustaining growth. He was owner of a family-owned business that grew from 12 to over 600 employees in 28 years under his leadership. His direct industry experiences are in small and medium-sized businesses.



Kenneth Phelps

MP Systems

Expertise

Prefab, Field Leadership, Finances, Process Improvement, Lean Construction, Mergers and Acquisitions, Safety

About

Kenneth Phelps is a retired executive who has served as President and COO of MP Systems, an electrical and infrastructure Line contractor. He began his career as an inside electrical apprentice at Pieper Electric and advanced to Construction Vice President before accepting the President and COO position at the sister company. The positions at the two sister companies afforded Mr. Phelps 46 years of experience in both the inside and outside electrical contracting industry.

Ken has varied experiences in industrial, institutional, utility and commercial construction market growth through acquisitions and internal expansion.



Gary Fuchs

RIVET Work



Expertise

Workforce Management

About

RIVET Work is not only a software platform — it's a growing team of industry veterans on Workforce Management, Labor Planning and Productivity. Gary has decades of experience in truly tackling Workforce Management problems with thousands of contracting businesses. He and the team are offering a holistic consulting program on Workforce Management best practices which include Workforce Labor Planning, Workforce Productivity and Labor Operations workflow mapping. This program spans Forecasting, Rostering, Scheduling, Communication, Information and Productivity Insights. Having mapped thousands of contractor workflows that enhanced business outcomes, the team performs a business analysis, develops SOPs and recommends future enhancements based on different team and technology approaches. The coaching begins with a one-hour intake session and could be extended up to 4 hours for the business analysis.



Sign up to be a Coach

Coaches will provide:

- ✓ Initial review of your company operations
- ✓ An overview of where they can be helpful in advancing your company's goals
- ✓ Personalized insights on where improvements can be made
- ✓ Implementation strategies based on your focus area and goals

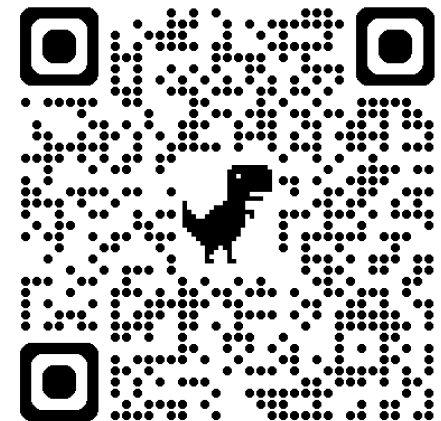
We Need Coaches for:

→ Energy Management

→ Business Development

→ Contract Negotiations

→ Construction Technology



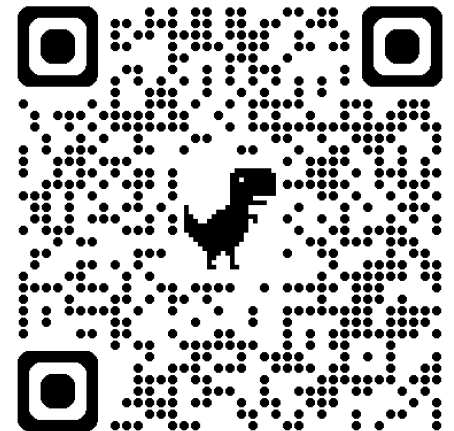
Sign up to Receive Coaching

Business Coaching is for contractors looking to:

- ✓ Diversify your business and adapt to changing market demands
- ✓ Grow and expand your business
- ✓ Improve your operations
- ✓ Enhance your competitiveness

Coaching Process:

- Fill out the online form to tell us what you're looking for
- ELECTRI pairs you with a coach
- ELECTRI facilitates an initial meeting with your coach, you decide if it's a good fit
- You buy a block of hours at \$250/hour
- Schedule coaching sessions directly with your coach to fit your schedule





Questions or Inquiries?

Contact:

Jessica Cardenas

jc@necanet.org