JON MCCLEARY
Performance Contracting Inc.

Jon McCleary is a third-generation construction professional with roots planted firmly in the field. He began his career as a cabinetmaker in 1982, and in the years since he has held a variety of roles. Today, Jon is the Vice President of Strategic Development and Marketing for Performance Contracting Group, headquartered in Kansas City.

After 36 years in the construction business—as a foreman, superintendent, business owner, and during his last 18 years with PCG—Jon has seen it all. He takes great satisfaction in sharing lessons from his hard-earned experience, and his background uniquely positions him with insights about the business and, most importantly, the people who make construction their life. With a natural interest in people and human behavior, Jon has collected many observations about what makes people successful in our industry. More importantly, he has also gathered insights about what tends to get in the way of that success.

Jon has been leading PCG’s Strategic Development department since 2008. With over 1,000 salaried employees and 6,500 craft workers, developing talent and planning for succession has become a daily focus. In his session at the WICA 2018 Convention, Jon will share the experiences and lessons learned from selling his own company in 1998, as well as being part of PCG’s leadership succession strategy over the last 10 years.

Mark Matteson started his career as an HVAC technician in 1976. He is one of those rare professionals who can say he is a speaker, consultant and author and mean it. He has attracted clients in HVAC contracting, distribution and manufacturing as well as organizations like Microsoft, T-Mobile, John Deere, Conoco-Phillips, Aflac and other Fortune 1000 companies on three continents.

A committed writer, Mark has written five books including the International Best Seller, “Freedom from Fear” that has been translated into Japanese and French. Mark is also the author of popular e-books: “Presenting like a Pro,” “Sales Success Strategies” and “Customer Service Excellence.” His monthly e-newsletter has gone out to 6,000 people a month since 2003. He also posts Tweets and comments on LinkedIn daily.

He is interviewed frequently and has been quoted in the media. He is considered a thought-leader, an idea reporter and agent of change who teaches his clients how to get twice as much done in half the time. He has done work internationally in Australia, Canada, Aruba and Turkey. Furthermore, he has worked in 47 states in the US.

He resides in Edmonds, WA with his wife of 37 years, Debbie and they have three grown sons. Mark takes great pride in the fact that he has flunked high school English.
OUR FEATURED SPEAKERS

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CONVENTION SCHEDULE

SATURDAY, SEPTEMBER 15, 2018
1:30PM-4:00PM WICA Board of Directors Meeting

SUNDAY, SEPTEMBER 16, 2018
7:00AM-2:30PM WICA Catamaran Cruise
5:00PM-7:00PM Registration & Opening Reception

MONDAY, SEPTEMBER 17, 2018
6:30AM-7:00AM Registration
7:00AM-8:20AM Keynote Breakfast
“Learning, Leading and Leaving a Legacy” by Mark Matteson
8:30AM-9:45AM Seminar
“Building the Future, Preserving the Past” by Jon McCleary, Performance Contracting, Inc.
9:30AM-12:30PM Spouse Program
Hawaiian Cultural Experience & Lunch
9:45AM-10:00AM Morning Break
10:00AM-11:30AM Seminar
“Sales Success Strategies” by Mark Matteson
1:00PM-6:00PM Golf Tournament
Wailea Golf Club - Gold Course

TUESDAY, SEPTEMBER 18, 2018
7:30AM-9:00AM Industry Outlook & Update
Roundtable Breakfast
9:00AM-9:30AM Contractor & Manufacturer Separate Business Meetings
9:30AM-10:15AM WICA Annual Business Meeting
10:15AM-10:30AM Morning Break
10:30AM-11:30AM Contractor Meeting with Union Leadership
6:30PM-7:30PM President’s Reception
7:30PM-10:00PM President’s Dinner
REGISTRATION INFORMATION

WICA REGISTRATION FEES
• Attendee: $695 Member | $850 Non-Member
• Spouse/Guest: $595 Member | $750 Non-Member
• Child (age 17 and under): $250 Member | $350 Non-Member

GRAND WAILEA ROOM RATES, FEES AND TAXES
Group room rates:*  • Daily Resort Charge: $25/room night
• Terrace Rooms: $190/night  • Porterage Fee: $10/person, roundtrip
• Deluxe Garden Rooms: $235/night  • Golf Bag Porterage (if used): $3/bag, roundtrip
• Ocean View Rooms: $238/night  • Housekeeping Gratuity: $3/room/day
• Deluxe Ocean Rooms: $305/night  • Parking: Valet - $30/car/night
*Single/Double Occupancy  • Room Rates & Fees Tax: 14.416%

GRAND WAILEA RESERVATION INFORMATION, DEPOSIT & CANCELLATION POLICY
To make a room reservation:
• Online: www.wica1.com for link to reservation website
• Phone: 1-800-888-6100, Group Name: WICA

WICAs group rates will be honored from September 11, 2018 through September 21, 2018 based on availability.
Failure to reserve a room by August 15, 2018 will result in reservations subject to the hotel's current rates and availability.
The hotel requires a two-night deposit at the time of reservation and any cancellations must be made through
the hotel at least 14 days prior to arrival.

CATAMARAN CRUISE
Enjoy a morning on the ocean with this optional excursion. The catamaran cruise will feature a continental breakfast, snorkeling, refreshments and drinks on the boat, and a BBQ lunch buffet. Host transportation will be provided roundtrip.
$100 per person

GOLF TOURNAMENT
Wailea Golf Club - Gold Course
There will be no boxed lunch and no host transportation provided.
$175 per person

SPONSORSHIP OPPORTUNITIES
Opening Reception $500
President’s Reception $500
President’s Dinner $500
Seminars $300
Morning Breaks $300
Keynote Breakfast $300
Golf Hole Sponsorship $300

SPOUSE PROGRAM
Hawaiian Cultural Experience & Lunch
Make your very own fresh flower lei and learn how to Hula. A group lunch at Bistro Molokini will follow the activity.
$50 per person
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