

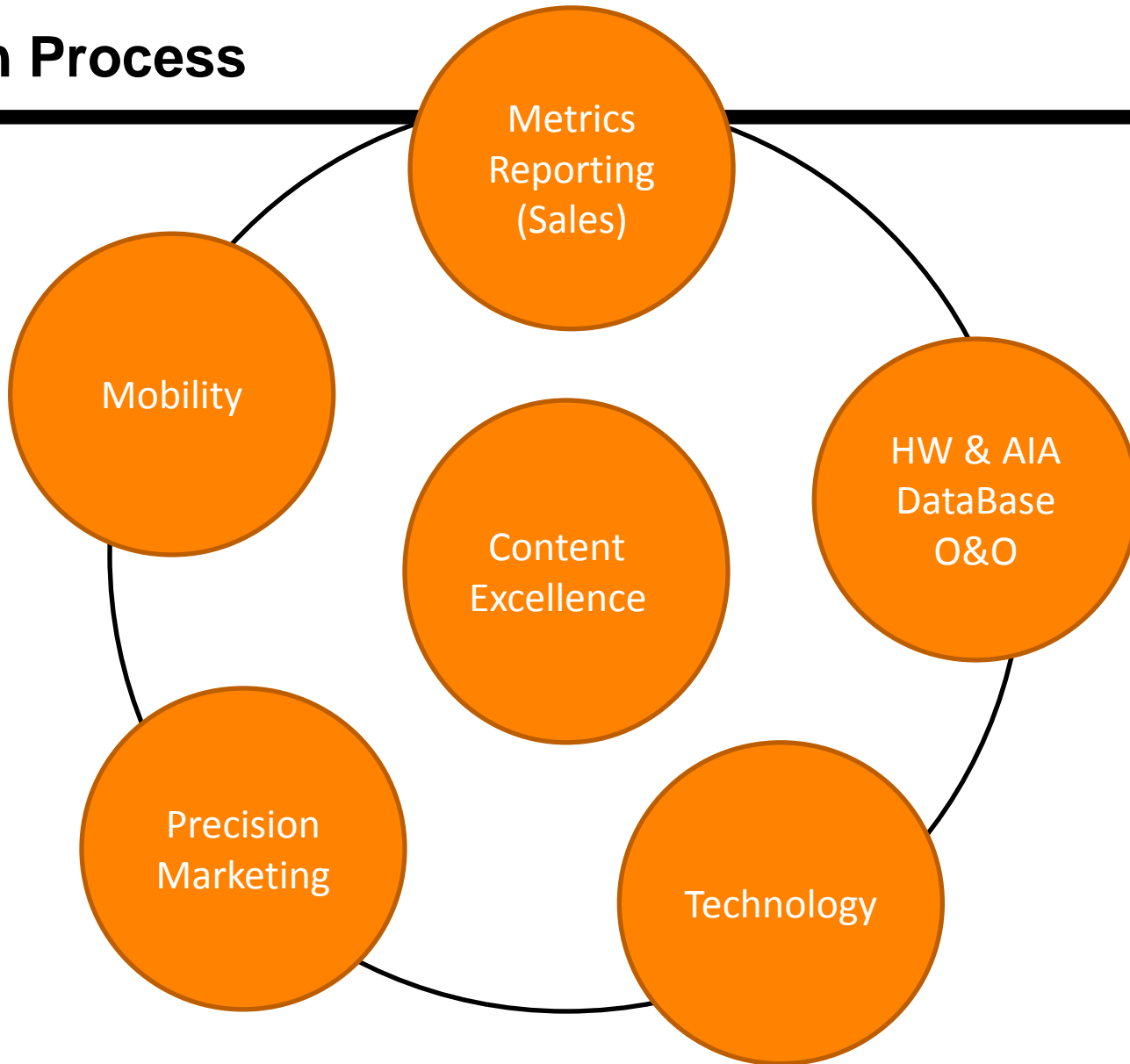


# Hanley Wood Education

Delivering The Most Valuable Time  
Engagement With Your Customers.

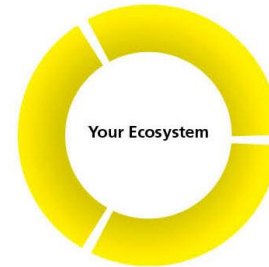
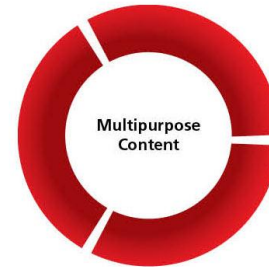
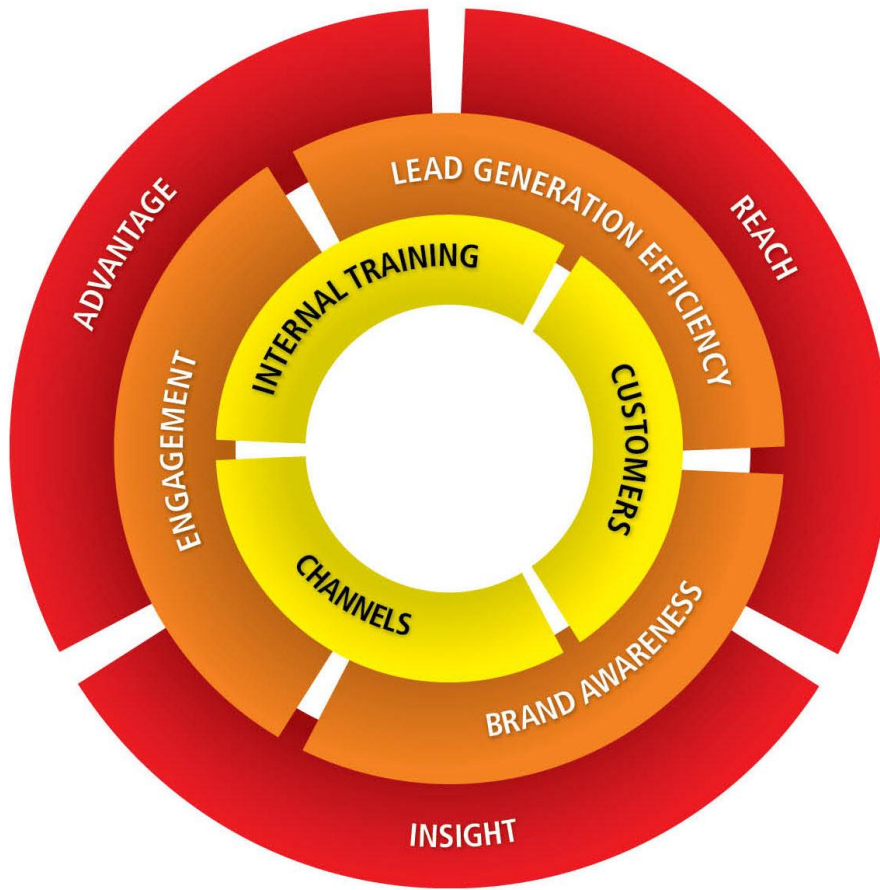
# Proven Process

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# Education - Highest Value Content & 1<sup>st</sup> Step in Process

## Thought Leadership, CEU Courses, Technical



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CONSTRUCTION**

**WORLD OF  
CONCRETE**  
WORLD OF TECHNOLOGY FOR  
MARKET | CONSTRUCTION

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# Hanley Wood Education & Training

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## Case Study

Topics	Product Learning Content / Creation Purpose Marketing
Understanding OSHA regulations to affect insurance costs through ergonomic tool solutions	Product leaning accredited
Design an efficient truck and tool asset program to positively affect job site productivity	Product leaning accredited
Using scanning technology to impact bid and estimating for concrete floor and slab projects	Technical non – accredited
Safety on the job site	Purpose Mkt. non – accredited
Jobsite food	Purpose Mkt. non – accredited
Win more customers and contracts with strategies to overcome the low bidding process	Business accredited
Individual Personalities - managing and motivating your worker	Business accredited
Effective teamwork strategies for construction companies	Business accredited
Building a team that can work without you	Business accredited

# The importance of The Learning Management System

- Administration

- Manage and administer virtual classroom, enrollments, handling of certificates both credited a non-accredited course catalogs in human resources

- Facilitation of Learning

- A platform and toolset to build courses and curriculum from entry-level knowledge to advanced education

- Anywhere Access

- Flexibility for external and internal training allowing education to your customers, dealers/distributors and employees

- Talent Management

- Aid in succession planning, performance management, performance appraisals and establishing goals and assessments

- Enterprise Wide Solution

- On demand access and centralized reporting

