



You, Your Business and Your People  
Mary Connors





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# Born into Construction





I actually thought I could drive this....





# Today's Focus: Working ON Your Business

## 3 Questions:

-Where do You spend your time?

-What is Your mental model (Framework) to Build your Business Future?

-Where will you find the People to gain traction to build that future?



# Entrepreneurial Business Model





# Leadership



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# Strategy



# Culture

**SmartMarket** Report

# Building a Safety Culture

Improving Safety and Health Management  
in the Construction Industry

**DODGE** DATA & ANALYTICS

# Business Structure



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# Business Controls





# People



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# Recruiting Your Future





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# Training and Development





Management  
Succession  
Leadership  
Performance  
Learning  
Potential  
Talent  
Development  
Strategy  
Mentoring  
Future  
Stretch  
Planning  
Agility  
Mentor  
viaPeople  
ice  
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# Entrepreneurial Business Model

