

69th Annual Meeting

Program

10:00 AM Registration Opens

10:15-11:45 Association Business Session
President's Report
Treasurer's Report
ICIC Legislative Update
Membership Services and Safety Awards

11:55-12:45 Lunch

1:00-2:15 **Construction: Is the Industry Lively, Level or Lackluster?**
Macrina Wilkins, Senior Research Analyst, Associated General Contractors of America



Macrina Wilkins

The construction industry showed resiliency despite challenges posted by escalating interest rates, fluctuating material prices, and issues with labor availability. Macrina will delve into the industry's performance in 2023 and what opportunities lay on the horizon for 2024.

2:15-3:00 **The Credibility Advantage: Using Body Language To Sell Your Product, Your Services, and Yourself**
Christopher Carter, Influence Speaker, Corporate Mindreader & Communication Expert



Christopher Carter

Everybody is in sales. No matter what your job title or position, you're always selling yourself! In this program, Christopher shows how to identify when your prospect is willing to buy, and how to communicate so that they're always buying YOU. Christopher shows how to 'listen between the lines' to determine not only what people say, but also what they really want. Then he shows how to use those same techniques to instantly build trust and credibility with customers and colleagues, not only in person but also when using video.

3:00-3:20 Nominating Committee Report and Election of Officers and Directors

3:30-5:30 Reception for CIB Members, Unions, and Guests

Evening Events

6:00-6:30 Welcome Reception with Members and Guests

6:30-6:45 Welcome and Comments from President

6:45-7:45 Dinner

7:45-8:00 Installation of New CIB President

8:00-11:00 Music, Cocktails, Late Night Eats



AGC

CENTRAL ILLINOIS BUILDERS
THE CONSTRUCTION ASSOCIATION