

The Next Generation Certificate Program is a training program that helps emerging trucking industry leaders prepare for upcoming or new leadership roles within their organization. The goal is to strengthen participants' leadership skills, allowing better team management and, ultimately, better service to customers and companies.

We invite **New & Future Leaders** of APTA members to participate in this four-module certificate program facilitated by Brenda Allen & Kayleigh Gildart, consultants at Davis Pier.

Davis Pier

A consulting firm focused on improving performance

This program has been designed by Brenda Allen of Davis Pier Consulting.

Brenda is the original creator of the first Next Generation certificate program ever developed in Canada for the trucking industry. Brenda has a deep history of working in the industry and has delivered training for the Ontario Trucking Association, the BC Trucking Association, the Canadian Trucking Alliance, the Toronto Transportation Club, the Trucking Human Resources Sector Council and, of course, the Atlantic Provinces Trucking Association.

She has delivered leadership programs to thousands of individuals and teams, and is a trusted advisor to many senior executives. She has a BA in Psychology and a MBA in Executive Management Consulting.

2017 Program Graduates Testimonials

"The Next Generation certificate program is a great combination of acquiring new leadership skills as well as a great opportunity to meet many of the new leaders in our field. I would recommend it to anyone in a leadership role, well done!" – *Marks Lockhart, Sales Manager, East Coast International Trucks Inc.*

"The instructors did a phenomenal job at keeping us engaged the entire time. They made the learning fun and useful. I highly recommend the program." – *Amélie Bergeron, Public Relations & Communication Manager, APTA*

CLASS OF 2017

Aaron Crooks	Midland Transport Limited
Aaron Parlee	Midland Transport Limited
Amélie Bergeron	Atlantic Provinces Trucking Association
Ashley Lockhart	Eassons Transport Limited
Christina Salvatore	Salvatore Insurance Brokers
Marc Leblanc	McAsphalt Industries Limited
Marks Lockhart	East Coast International Trucks Ltd.
Matthew Stockford	Stockford Reefer Services Inc.
Murray Gaddas	Richwil Truck Centre Ltd.
Simon Mazerolle	East Coast International Trucks Ltd.

Another advantage to this certificate program is the opportunity to network with other industry leaders.

RETURN THE COMPLETED REGISTRATION FORM
Danielle Hébert by email: dhebert@apta.ca

PROGRAM OUTLINE

The program consists of 4 modules of 2 hours each

Some of the sessions are scheduled in conjunction with the Board of Director meetings.

<u>MODULE 1</u>	Branding Yourself	April 18th, Dieppe, NB
<p>You already have a brand... but is it the one you want? This workshop focuses on helping you create the leadership brand you want to represent yourself. We will look at what a brand is, how it is developed, and what behaviours you can change to re-brand yourself.</p>		
<u>MODULE 2</u>	Aligning For Success – Strategic Time Management	June 6th, Dieppe, NB
<p>Nothing is more valuable than your time. Are you spending your time wisely? Do you know how to prioritize your time? This workshop allows participants to consider the big picture as well as daily tasks and ensures that both are pulling your organization in the same direction.</p>		
<u>MODULE 3</u>	Building Business through Building Relationships	October 3rd, Dieppe, NB
<p>Gone are the days of transactional business; people are naturally inclined to do business with people with whom they have relationships. That is why improving your network will improve your business. This workshop will examine who is in your network, consider with whom you should seek relationships, and help you develop the skills required to get you started. This module begins and ends with a focus on inter-professional relationships.</p>		
<u>MODULE 4</u>	Inspiring Others	December 13th, Moncton, NB
<p>Leadership defines your organization's culture (e.g., what people do when no one is looking). You have more control over the company's performance than you think! As a leader, others look to you for how they should conduct themselves. This workshop turns the mirror on you and asks you to examine what you do, what you say, and how your leadership is influencing the performance of others.</p>		

REGISTRATION

The fee for the program is \$750.00 + HST / person.

Class size is limited to a maximum of 22 participants.

Deadline is MARCH 23rd, 2018

Company Name:	Tel:
Name:	Email:
Method of Payment (R106736432) *15% HST will be added INVOICE ME _____ <i>Please consider paying by cash or cheque instead of using your credit card</i> CREDIT CARD Visa _____ MasterCard _____ Amex _____ Credit Card # _____ Expire (mm/yy) ____/____	
Name on card: _____	Signature: _____