



CSUF Guest Speaker **2.26.2021**

Presented by

Lisa C. Sachs
CUMMING



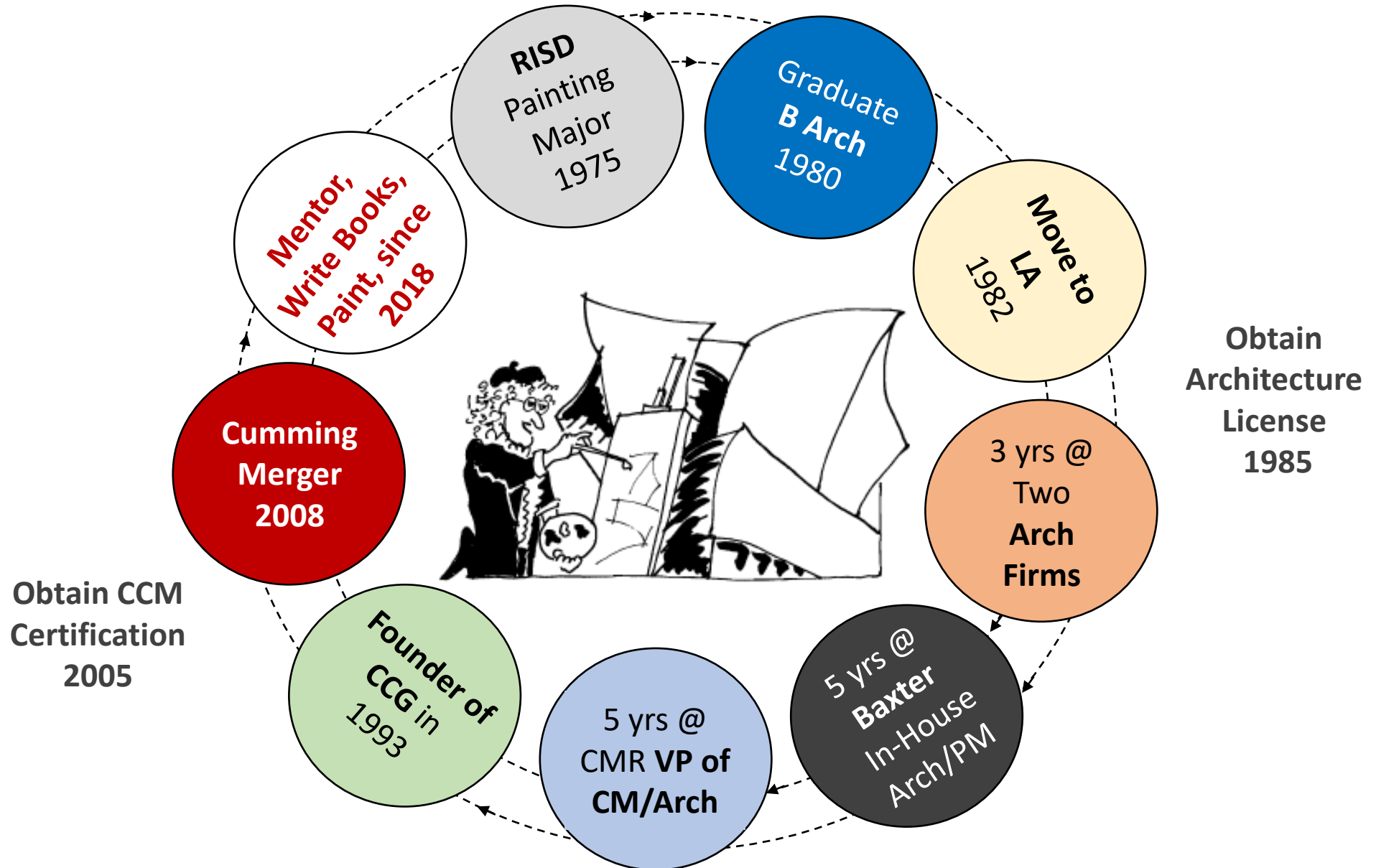
Lisa C. Sachs
FAIA, CCM, FCMAA
CUMMING

- Who am I?
- How did I get here?
- What am I doing now?
- Words of wisdom
- Secrets to success

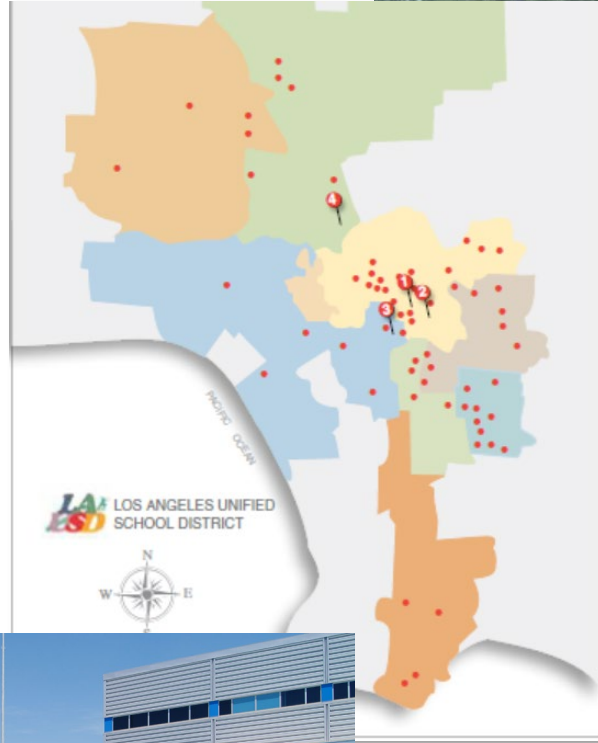


1. How Did I Get Here?

My Path



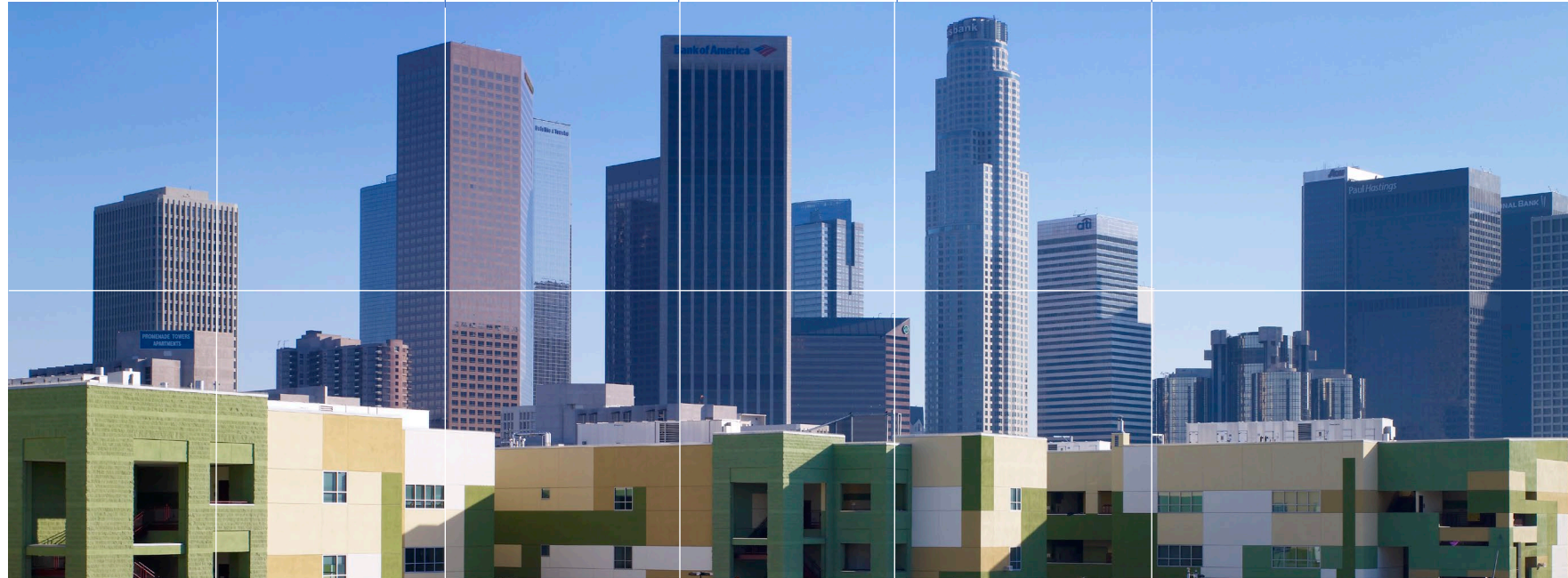

Projects / People / Issues



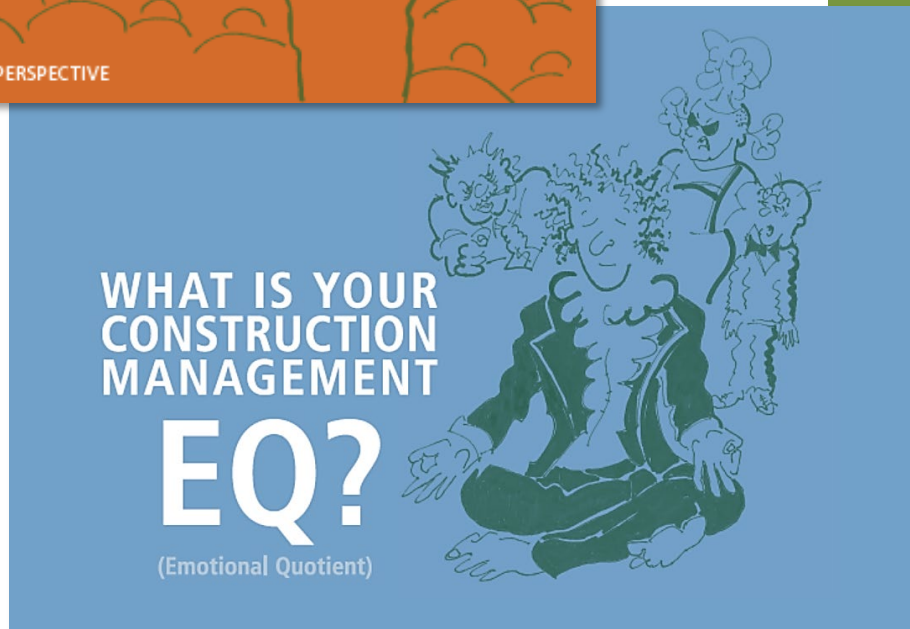
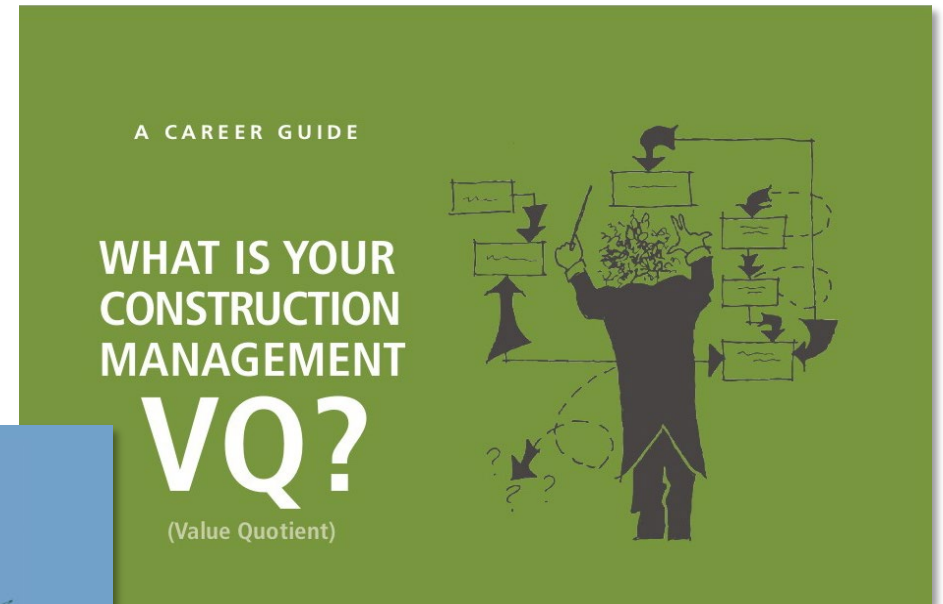


2. What Am I Doing Now?

Ambassador of the CM Profession

2005 - 2010	2011 -	2012 + 2017	2014 -	2019 -	Since 2005
					
<p>CMAA SoCal Chapter Board</p>	<p>A founder of CMAA SoCal Chapter Foundation</p>	<p>Investiture into the AIA and CMAA College of Fellows</p>	<p>Appointed as CMAA's first ABET ANSAC Accreditation Commissioner and ExCom Member</p>	<p>Appointed to CMAA National Foundation Board and continue to advise the Local Chapter Foundation</p>	

A CM Trilogy



Enter **IQ**, **EQ** or **VQ** in your search
<https://www.cmaanet.org/bookstore>



3. Words of Wisdom

Did you know?

Did you know that values-based construction management offers a competitive edge?

We become known to others by our 'core values.'



Values based construction management offers a competitive edge

What is CM VQ?



$$\text{VQ} = \frac{\text{Assignment Outcome}}{\text{Cost of Service}}$$

The secret is to maximize your numerator so that your denominator is not commoditized

What Defines Your VQ?

Your VQ is defined by...



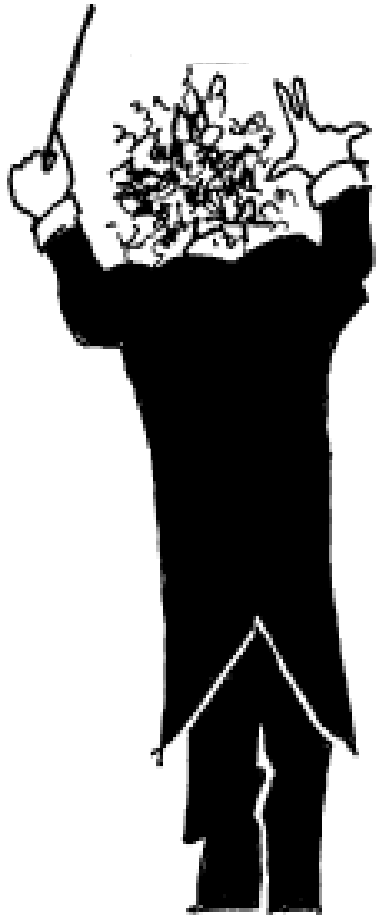
- the **Projects** you work on
- the **People** you lead
- **Performance** for the clients you serve

Be objective about how others view you and your performance...



- continuously self-assess
- evaluate your progress
- put your ego aside
- listen to others
- Step outside your comfort zone
- accept new challenges

Why is High VQ Important?



Why?

- To increase your **value**
- To perform at your peak and grow
- To exceed expectations
- **Job satisfaction**



4. Secrets to Success - 12 Easy Steps to Achieve High VQ

To Achieve High VQ



Step 1 - Mentor

- Seek career advice and get a mentor
- Mentors focus on helping you develop into a well-rounded professional
- If you can, find a mentor from the c-suite

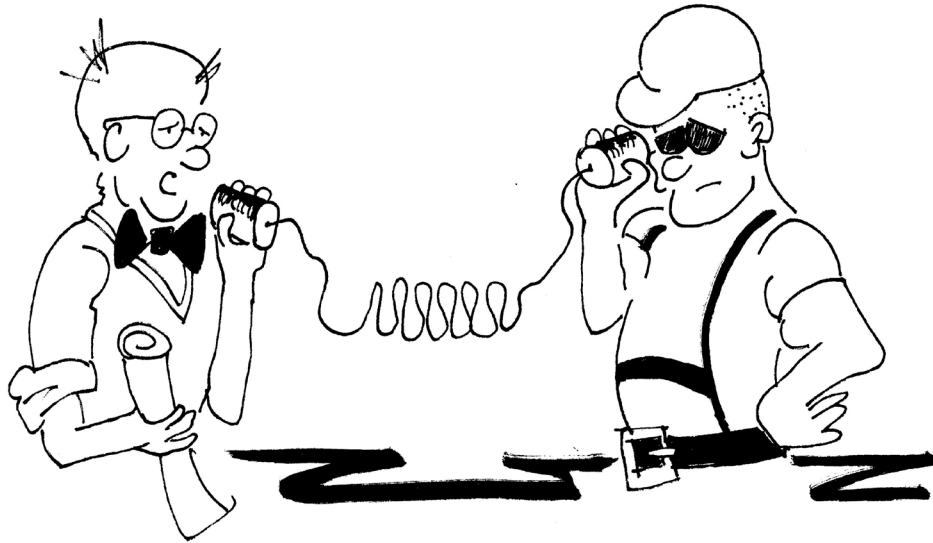
To Achieve High VQ

- Acquire and then hone your leadership skills
- Learn to build and lead professional team members
- Good leaders have integrity and are honest



Step 2- Lead

To Achieve High VQ



- Don't just ask good questions
- **How you ask those questions** matters even more
- Then confirm your understanding

Step 3 – Ask good questions

To Achieve High VQ

- Follow through on commitments
- Your reputation as a professional depends on your ability to follow through on commitments made



Step 4- Keep commitments

To Achieve High VQ



- Listen
- Maybe there's a reason listen and silent share the same letters
- **To be a good listener, you first need to be silent**

Step 5 – Listen

To Achieve High VQ

- Be flexible and willing to travel or relocate to your next project
- Otherwise, you may limit opportunities and growth potential



Step 6 – Be Flexible

To Achieve High VQ

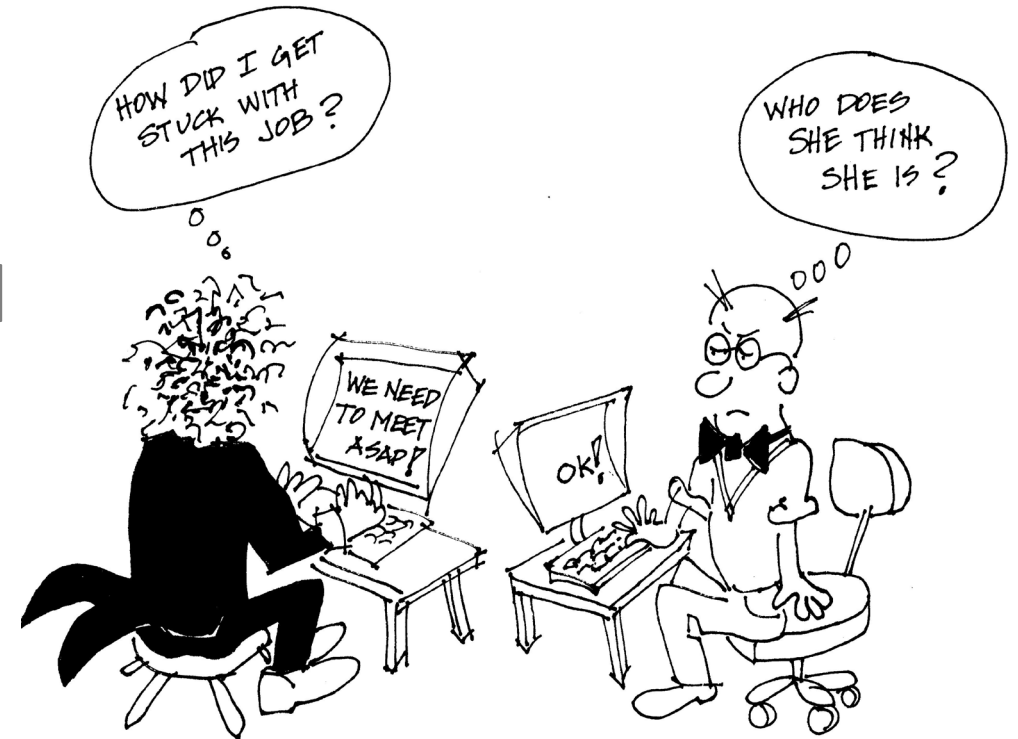


- Get credentialed to the max
- A degree, a professional license, and/or certification
- These are by far the most valuable credentials to have

Step 7 – Get credentialed

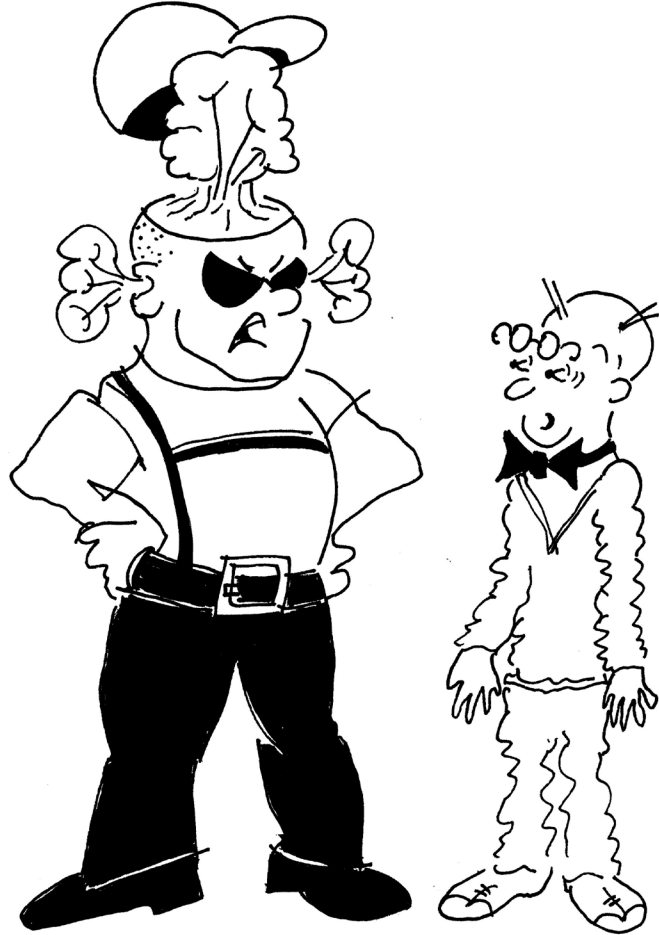
To Achieve High VQ

- Be mindful of what you put in writing
- Think before you hit send
- Emails and texts become key evidence



Step 8 – Be careful what you put in writing

To Achieve High VQ



- Be calm under pressure
- **Use humor**
- Success depends as much on one's ability to establish relationships and diffuse volatile situations as it depends on technical skills

Step 9 – Watch your emotions

To Achieve High VQ

- Never go to court if you don't have to
- Courts don't understand construction
- Local contractors have the advantage



Step 10 – Avoid claims

To Achieve High VQ



- Know when to move on
- Always put in your best effort
- Deciding on a change of employment means evaluating your current status and your future opportunity

Step 11 – Know when to move on

To Achieve High VQ

- Treat everyone with respect and fairness regardless of how they may treat you
- Success is achieved when we work together cooperatively



Step 12 – Be respectful and fair

Presenter Contact Information

Lisa C. Sachs, FAIA, CCM, FCMAA

Principal
CUMMING

Lsachs@ccorpusa.com





Questions?

At each stage of your journey **keep your skills set sharp**, your passions high, and recognize your unique talents

