

**CODE OF EXCELLENCE  
MEMBERSHIP EDUCATION  
AGENDA**

- Introduction (15 min.)
- History of IBEW including market share information for each local union (30 min.)
- Presentation of 7<sup>th</sup> District Code of Excellence program (30 min.)
- 7<sup>th</sup> District Code of Excellence Action Plan (15 min.)
- Break (15 min.)
- 7<sup>th</sup> District Code of Excellence Action Plan; continued (30 min.)
- Working with Different Personalities (30 min.)
- End of first evening or break for lunch
- Understanding Labor Costs (1 hr.)
- Jobsite scenario exercise (1 hr.)
- Break (15 min.)
- Review Local Union, Worker and Employer Responsibilities (20 min.)
- Wrap up discussion and evaluation (10 min.)