

“Jump Right In”

HOW TO SUCCEED IN SEWER MAINTENANCE AND CONSTRUCTION



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A Carylon Company



UNDERGROUND CONSTRUCTION TECHNOLOGY
THE UNDERGROUND UTILITIES EVENT | February 7-9, 2023 | Orlando, FL



JUMP RIGHT IN!

Join

Understand

Manage

Present

Relationships

Integrity

Get Hands Dirty

Help

Talk

Improve

Never Underestimate
Yourself!



Join Industry Organizations

- Get involved and network!
 - NASSCO
 - ASCE
 - AWWA
 - NASST
 - WEA
 - WEF
 - And many more!
- Join Committees
- Share your knowledge & experience
- Write articles

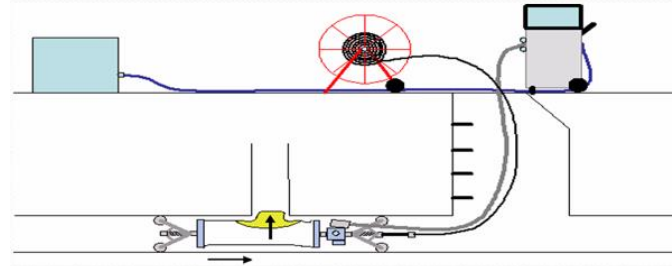


*Michelle Beason, Jennifer Glynn, and
Cindy Preuss, NASTT Educational
Fund Auction*

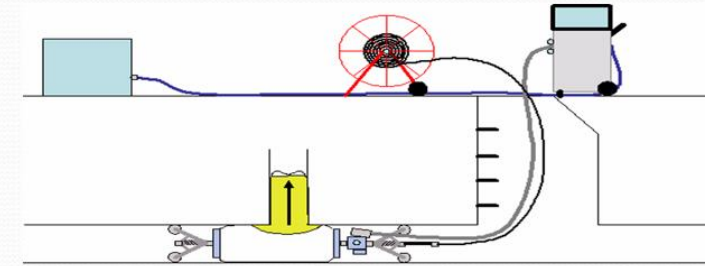
Understand your Subject Area – WELL

- Become a “teacher”
- Ask “how-to” questions
- Create visuals

LATERAL LINING INVERSION PROCESS



Position the packer until the pathfinder engages into the opening of the lateral connection. Make sure the LCR packer takes a center position with the lateral opening.

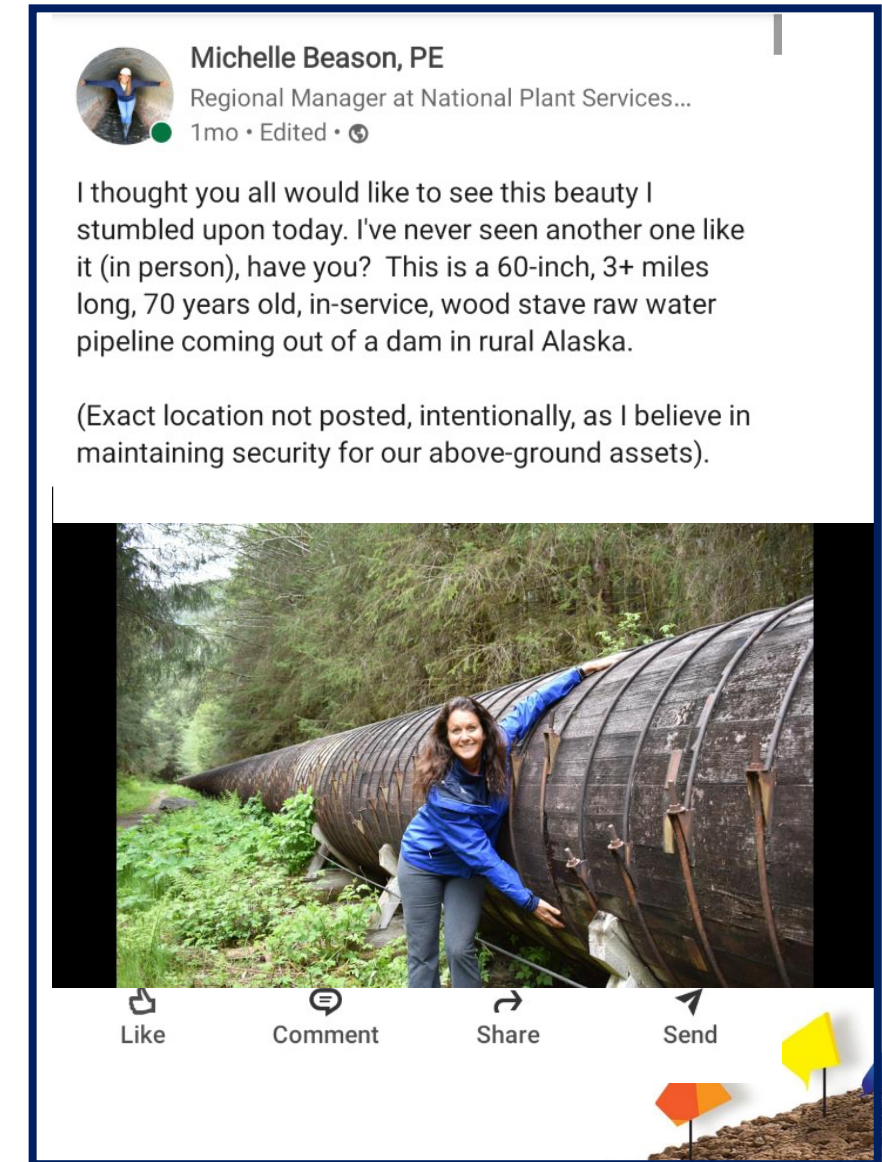


Set the pressure regulator to an inflation pressure of 10 psi. At first, the pressure is built up in the main pipe. Then pressure will be built up in the lateral connection thereby causing the inversion process to start.

My recent 'VIRAL' LinkedIn post, with over 609,000 views.

Manage Your Social Media Presence

- LinkedIn is excellent for business
- Facebook is for personal items
- Post regularly
 - Unique content
 - Cool projects
 - Share knowledge
 - Short videos and photos
 - Add a human element



Present as Often as Possible

- Volunteer at conferences
- Share knowledge and experience – no sales pitches
- Take a ‘teaching’ approach
- Add a lot of videos and photos.
- Nervous? Most people won’t even notice
- Practice makes perfect
- Think of potential questions in advance



Relationships are Key

- Build respect and trust with your peers and clients
- Opportunities will arise.
- Get involved to build relationships
- Don't burn bridges – it's a small industry



Integrity/Reputation is Everything

- Never lie or exaggerate
- If you make a mistake, apologize, fix it, and learn from it
- Never bad-mouth your competition
- Your reputation is the most important thing you have



Get Your Hands Dirty

- Only ask others to do what you would do yourself
- Earn respect from your employees/engineers/fellow contractors
- Truly learn what is involved
- Understand the challenges and learn/improve for next time
- Let no task be 'beneath you'



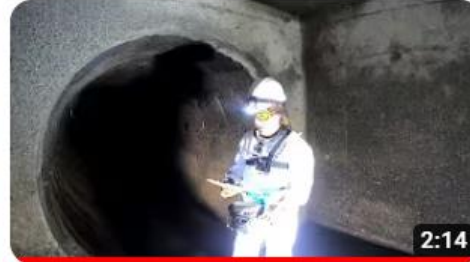
Michelle Beason working alongside the crew, 9' x 6' Box Sewer Rehab Project, San Francisco, CA, 2018.

Plus, being on a project site gives great content for your Social Media Profile



IEUA Siphon Cleaning and CCTV Project Video

279 views • 8 months ago



Confined Space Entry Pipe Walk of 84-inch Combined Sewer

11K views • 6 months ago



Multi-Sensor Inspections and our new 3D Laser Viewer!

467 views • 1 year ago



Wooden Stave Raw Water Pipeline

2.7K views • 1 year ago



Smoke Testing by National Plant Services, Inc. - Locate your I&I...

371 views • 1 year ago



CCCP to the Rescue! 84-inch Storm Drain Rehabilitation, Kaua'i

6.1K views • 3 years ago



CCTV Inspections: Clean to Inspect vs. Inspect to Clean

522 views • 3 years ago



Multi-Sensor Sewer Inspections: CCTV, 3D Laser, Sonar

3.3K views • 3 years ago

Help the Industry/Volunteer

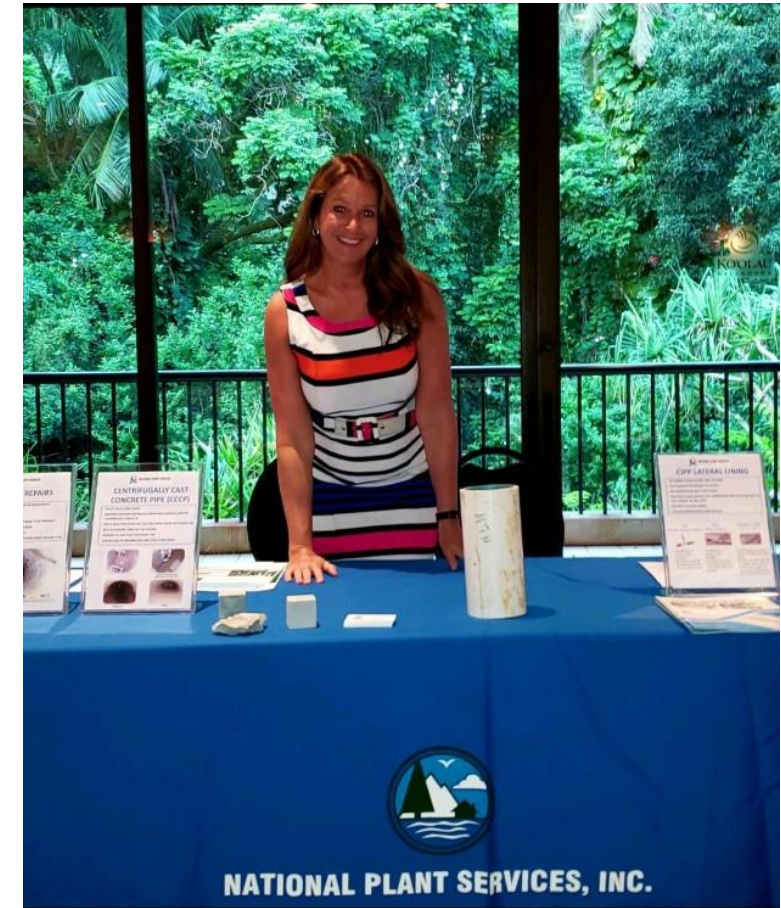
- Share your knowledge; you will learn in return
- Build your network
- Improve relationships
- Have a voice in industry standards and safety
- Join a committee and fully participate



PIPELINE, MAY 2021 – SPRING ISSUE

Take a Stand

- Exude confidence
- Never be afraid to defend yourself, or to “take a stand”
 - It’s not what you say, but how you say it!
- Keep an open mind; be flexible
- **Be prepared to be tested/challenged**
- Don’t fret later about what you “should have said”



Improve your Knowledge

- Learn from those who “DO”
- Brainstorm with your network on better methods to get work done
- Learn about other technologies
- Attend regular training events
- Ask the field crews, engineers, and suppliers questions
- Hands-on vs. book knowledge is ALWAYS better



Never Underestimate Yourself

- 1 negative/100 positives
- A negative can attract a positive.
- Don't worry about what others will think.
- Know your stuff; do your best

“Your opinion is none of my business”



Women Impacting Water Profile: Michelle Beason, National Plant Services

Women in Water

Michelle Beason, regional manager for National Plant Services in Hayward, is responsible for her company's sewer and storm water services throughout northern California, Oregon, and Washington.

After a student internship with EPA in her home state of Michigan piqued her interest in environmental work, she earned a Civil Engineering degree from Purdue University, and worked as an engineering consultant, and an asset manager for East Bay MUD. She also opened her own construction company, building homes and installing underground utilities.

Her experience comes through in the dozens of presentations she gives each year, and they in turn demonstrate her advice for both men and women in the water management field: "If you have the confidence to get out there and the drive to make it happen, you can be successful in this industry."



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Relationships are key

Integrity/reputation is everything

Get your hands dirty

Help the industry/volunteer

Take a stand

Improve your knowledge

Never underestimate yourself

There is no "Right Time"! Jump Right In, try your best, and learn as you go!

No one knows if you feel intimidated or nervous...but you!

THANK YOU!



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