



presents the...

Profitable Contracting Seminar

Take advantage of this extraordinary course. Hear a CFO's perspective on current contracting challenges facing your business. Quickly learn how to make more money by controlling and reducing expenses, increasing cash flow and improving profits.

Operations Management

- Eight factors that determine profits or losses
- Identifying 11 estimating risks
- Establishing labour and equipment billing rates
- Labour productivity secret – 15 minutes
- Impact of poor planning and scheduling
- Seven highly effective negotiating techniques
- Effective materials and tools management
- Identifying all Change orders for payment
- Identifying 11 hidden costs
- Cost control and timely reporting
- And many more operations strategies

Financial Management

- A new tool – gross profit factors
- Simple analyses of overhead costs on revenue needs
- Setting your profit plan in motion
- How bankers assess risk on your business
- Sources of additional cash
- Simplified financial statements
- Taxable benefits on company autos
- Comprehensive discussion on cash flows
- A/R collections - warnings, policies and tactics
- Risk management – insurances
- Succession planning and valuing your business
- And many more financial strategies



Gold Seal Course

Seminar Leader

Wayne Newell has spent over 35 years in senior financial roles with firms ranging from \$2,000,000 to \$50,000,000 in annual construction revenues. He was awarded his CMA in 1972 and has presented his seminar in most major cities in Canada.

All registrants receive the exclusive 80+ page reference manual filled with all seminar topics, techniques and strategies.

SUMMARY
Positioning for the Post-Recession Economy
Plus
The Top Ten Ways to Improve Contracting Profits

Complete details at:
www.contractingworkshop.com
& www.gvca.org

Who should attend: Anyone who can influence profits: owners, managers, estimators, project leaders and accountants.

Where
Grand Valley Construction Association
25 Sheldon Drive
Cambridge, ON. N1R 6R8

When
Friday March 5, 2010
8:30am to 3:00pm with

Cost
\$200.00/ person for members
\$300.00/ person for non members
Plus GST, Includes seminar materials

Please register by Feb 25th, 2010

Fax or email this form to:
519-621-3289
Staff@gvca.org

Make Cheque Payable to:
Grand Valley Construction Association
Mail to: 25 Sheldon Dr.
Cambridge, ON N1R 6R8

Cancel by Feb 25th for 100% refund. After that date, you are subject to a \$25.00 cancellation

Name of Attendees: _____

Company: _____

Phone: _____

Contact Email: _____

Please register _____ people at \$200/\$300 per person +GST or a total of \$ _____

PAYMENT BY Visa, MasterCard, Cheque, Charge to Account

Card Number _____ Exp ____/____ 3 digit security code _____

Authorized Signature _____

The cardholder agrees to pay the issuer of the charge card the amount in accordance with the cardholder's agreement.