

BEST PRACTICES for OWNING & OPERATING A CONSTRUCTION COMPANY

Presented by
Logical Construction Concepts
Sage Master Builder Business Partner

What you will learn:

Construction is a highly competitive and complex business. Thousands have done quite well and prospered but even more have tried and failed! Most contractors begin as tradespeople and learn the business from the school of "hard knocks". This seminar provides you with the information and techniques you will need to start, grow, and operate a profitable business.

You will learn:

Cost-effective Marketing Ideas
Practical Estimating Methods
Improved Bidding and Pricing of Work
Hiring and Keeping Good Employees & Subs
Structuring & Organizing the Business
Motivating Techniques that Work
Effective Communication Methods



Production & Quality Management Ideas
Materials Acquisition & Control Ideas
Change Order Management Techniques
Scheduling for Profit
Cost Control & Managed Growth
Cash Management & Financing
Billing & Collection Procedures

THE BENEFITS OF THESE TOOLS ARE ABSOLUTELY VITAL

Managed Growth
Motivated Employees
A "Plan" for Slow Times

Happy Customers who Refer Business
Peace of Mind
A Business You Can Sell

Some of the most successful people in the business community are contractors with good business sense. You will "take away" several easy-to-use techniques that you can put to use right away.

Who should attend:

Owners
Managers

CPA's who advise Construction Clientele
Construction Industry Consultants

Tuesday

Jan 27, 2009

9:00-2:30

Sacramento Builders Exchange

Cost (per person): SBE Members \$80, Non-Members \$100 if prepaid. \$125 at the door.
Limited Seating - Please respond promptly

Your Instructor

JIM CUMMING, Logical Construction Concepts: a systems consultant for the past 20 years and a consultant to the construction industry for the past 10 years. Jim advises dozens of clients on the most efficient devices, software, and manual techniques for all phases of the construction process. He is a certified instructor for Master Builder and teaches classes in Project Management, Estimating, Construction Accounting, and Scheduling.

More information is available at our website: www.lcc-mb.com

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Seminar Attendance Application

Tuesday **Jan 27, 2009** **9:00-2:30** **Sacramento Builders Exchange**
1331 T Street, Sacramento, CA

Company Name: _____

Mailing Address: _____

City, St ZIP: _____

Phone Number: _____ Fax Number _____

Contact _____ e-mail _____

Attendee #1 _____ e-mail _____

Attendee #2 _____ e-mail _____

Attendee#3 _____ e-mail _____

Our company belongs to the Sacramento Builders Exchange YES NO (please circle)

Credit Card Type: Visa, MasterCard

Name on the Card: _____

Card Number: _____

Expire Date: _____

Payment Amount _____

**PLEASE FAX
COMPLETED FORM TO
925-937-9888**

Logical Construction Concepts

- You will be receiving an email/fax the day prior to the event as a reminder that will include directions and a map to the venue. Mark your calendar!
- Please arrive 15 minutes prior to the event.
- Coffee and refreshments will be provided. Refunds are not available for this event.

See Sage Master Builder in action – stay for lunch

If you are interested in Master Builder's Integrated Solution for Contractors, you are invited to an optional lunchtime presentation. Lunch will be provided.

Count us in for lunch! YES NO

Call 866 522-8668 or visit our website www.lcc-mb.com for more information.