



Who Should Attend?

Owners
 Service Mangers
 Sr. & Jr. Estimators
 Project Managers
 Foremen
 Superintendents
 Management Staff

Giovanni Marcelli
 President & CEO of Accubid Systems

Presents:
**Increasing Profits with Better
 Management Techniques**

Attend this dynamic and informative 16 hour course with Giovanni Marcelli, President and CEO of Accubid Systems a **National IEC Platinum Partner**. **Mr. Marcelli**, an active participant with IEC since 1995 brings his expertise and knowledge to Atlanta. **Bill Bledsoe, Penco Electrical Contractors**, comments that “Mr. Marcelli does an excellent job of presenting this valuable material to contractors and management staff”.

This 2 day seminar covers some of the most important issues that the electrical contractor faces when competing in today’s market. Topics Include:

- **Risk Management** - Create a successful business model that reduces risk and increases profitability.
 - Calculate break even sales volume, labor risk ratio, avoid common management mistakes
- **Estimating Checks and Validation Techniques** - Learn proven and successful approaches to estimating that produces the data necessary to validate an estimate.
 - Planning the bid, understanding labor use, labor hours per square foot, reviewing the estimate
- **Selling Change Orders** - Know the true cost of change orders and help project managers recover the real costs by presenting professional and consistent documentation.
 - Understanding the owners point of view, presenting your case, negotiation techniques
- **Collaborative Project Management Case Studies** - Discuss real world case studies to see how easy it is to connect estimating with project management.
 - Use your estimate to track projects, create a schedule of values, use of web based products
- **Successful and Profitable Service Business** - Clients are willing to pay for quality work, timeliness and ethical professional service.
 - Create a service culture, calculate break even sales volume, evaluate vehicle costs, sell quality

Sign up Today to Increase Your Profitability - Multiple Person Discounts Available

Thursday, March 29 - 8:00 a.m. - 4:00 p.m.
Friday, March 30 - 7:00 a.m. - 3:00 p.m.
Member Pricing: \$295 Non Member Pricing: \$415

Name: _____ **Contractor:** _____

Phone #: _____ **Email:** _____

Payment Method: MC, Visa, Discover, Cash or Debit

Card # _____ **Expires:** _____