

Get 4 hours of Continuing Ed Now – License Renewal Due Soon

Georgia Energy Code

Thursday, April 20, 2006 – 4:30 p.m. – 8:30 p.m.

Member Price: \$45 Non-Member Price: \$65

Partner member Addison – Parrish Lighting and Watt Stopper invite you to join us for a review of the Georgia Energy Code. This presentation will review the different options available in meeting the requirements of the Georgia Energy Code. Examples of product applications will be discussed and shown to meet the minimum requirements of this Mandatory Energy Code." This seminar helps the electrical contractor meet the requirements of this code.

More Profits with Lower Risk 1 Day Seminar

Giovanni Marcelli, President & CEO Accubid

The morning portion of the seminar is important to the electrical contractor because it illustrates how the contractor can create a successful business model that helps mitigate risk while improving productivity and profit.

Topics covered Friday, May 12 - 7:00 a.m. — 11:00 a.m.:

Planning the bid breakdown	Marking and color coding blue prints
Understanding where most labor is used and its risk	Labor factoring
Labor codes and % of total labor	Reviewing the estimate with graphs to see the clear picture
Labor hours per square foot	Cost per square foot
Average conduit fill	Assessing % of labor and material system

The afternoon portion of the seminar offers a proven and successful approach to estimating that will produce the data necessary to validate an estimate. The estimator and chief estimator will learn innovative Estimating Checks and Validation Techniques that focuses on cost recovery and improved use of resources.

Techniques Covered Friday, May 12 - 12:00 p.m. — 4:00 p.m.:

Planning the bid breakdown	Marking and color coding blue prints
Understanding where most labor is used and its risk	Labor factoring
Labor codes and % of total labor	Reviewing the estimate with graphs to see the clear picture
Labor hours per square foot	Cost per square foot

Friday, May 12 - 7:00 a.m. — 4:00 p.m.

Full Day Seminar Pricing

Member Price \$155 Non Member Price: \$195

Early Bird Sign Up by April 15th and Save \$10 Per Pperson

Half Day Sessions Available (Pick a.m or p.m. Hours)

Member Price \$ 85 Non Member Price:\$125

Sell Change Orders Effectively

Saturday, May 13 — 7:00 a.m. — 11:00 a.m. - \$85

The objective of this seminar is to expose the true cost of change orders and help project managers recover the real cost of these changes. Change orders are issued for the owners' benefit and they cause disruption and nasty side effects for electrical contractors. This seminar helps you justify the costs of the change orders by presenting professional and consistent documentation to support price changes.

Topics Covered Saturday, May 13 — 7:00 a.m. — 11:00 a.m.

Exploring the true nature of change orders	Assessing the side effects of change orders
Understanding the owners and engineers point of view	Assessing the direct, indirect and consequential costs of change orders
Proven process to cover all reasonable charges	Preparing professional and consistent documentation
Presenting your case	Responding to owners with confidence
Negotiating techniques	Selling with credibility

Recommended for Project managers, foremen, management staff and business owners.

Successful and Profitable Service Business

Saturday, May 13 — 12:00 p.m. — 4:00 p.m. - \$85

The objective of this seminar is to outline how an innovative service business can increase profitability by taking care of its clients while charging a fair rate. Clients expect quality work, reliability, timely response with ethical and professional service and THEY ARE WILLING TO PAY FOR IT!

Topics Covered:

Create a service culture	Training and educating your people
Calculate your break even sales volume	Evaluate your hourly charge rate
Assess a fair markup on materials	Track gross margins per service technician
Adopt an incentive program based on gross margins	Profile clients and charge accordingly
Track material to labor ratio per each client	Mange your business for satisfaction and profitability
Prepare credible and consistent invoices	Learn how important we are to clients
Improve your negotiating and selling skills	Sell quality, reliability, preventive maintenance and value engineering

Great Seminar to help you increase the profitability in the service area of your business.

Saturday, May 13 - 7:00 a.m. — 4:00 p.m.

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Member Price \$ 85 Non Member Price:\$125