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Construction Financial Management  
Association**

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*See following page for:*

***Additional Event and  
Registration Details***

**The Niagara Frontier Chapter of CFMA  
Invites You to Attend:**

**Thursday, December 7, 2017**

**Earn 1.5 CPE Credits!**

**PAST, PRESENT AND FUTURE: HOW  
CONTRACTORS SUCCEED AND WHICH TRENDS  
ARE EMERGING FOR THE FUTURE**

**Presented by:**

**STEPHEN J. BOUGHTON**  
**SENIOR CONSULTANT, FMI**



Numerous contractors, from small to large, struggle to keep existing clients and maintain a foothold. However, others gain traction, build backlogs, run profitably and penetrate new areas of specialization. So what is their secret? Why do some companies do well while others just barely survive? Steve Boughton from FMI will present several case studies and distill the relevant factors that make these companies unique and successful.

- Understand the business imperatives for surviving in the construction industry
- Recognize the common mistakes contractors make
- Build a company fit for the next challenge

Steve will also give an outlook on the economic forecast and the trends that are driving the future of our industry.

As a senior consultant with FMI, **Steve Boughton** specializes in strategic planning, organizational development and business development consulting. Steve has worked with a wide variety of general and specialty contractors nationwide. He is focused on developing comprehensive solutions to help improve a company's competitiveness in the marketplace, and in the process has developed many long-term client relationships. Steve writes on topics related to strategy and business development, and frequently speaks on these themes at industry and association events. Prior to joining FMI, Steve held sales roles in both the aerospace and automotive supply industries. Steve earned a master of business administration from the University of Tampa, and a bachelor of science in business from Bradford University, England.

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# PAST, PRESENT AND FUTURE: HOW CONTRACTORS SUCCEED AND WHICH TRENDS ARE EMERGING FOR THE FUTURE

Presented By:  
Stephen J. Boughton

Thursday, December 7, 2017

Location:  
The Buffalo Club | 388 Delaware Avenue | Buffalo, NY 14202  
7:30-8:00 a.m. - Registration/Breakfast  
8:00-9:30 a.m. – Featured Speaker  
Cost: \$32/members, \$40/non-members

Earn 1.5 CPE Credits!

**Who should attend:** Owners, CFO's, Controllors, Treasurers, and Construction Industry CPAs.

**Earn CPE Credit!** Qualifies for 1 hour CPE Credit. This is a group based session at the Overview level. No advanced preparation or prerequisites are required. Upon successful completion, attendees will receive 1 CPE credit in the field of specialized knowledge related to the construction industry.

*CFMA Niagara Frontier Chapter is registered with the National State Boards of Accountancy.*

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**Kindly register prior to December 4, 2017**  
*Prepayment is Appreciated*

**MAIL THIS FORM AND YOUR CHECK PAYABLE TO "CFMA" TO:**

Karen M. Antonelli, CPA, CCIFP  
Chiampou Travis Besaw & Kershner LLP  
45 Bryant Woods North,  
Amherst, NY 14228  
Phone: 716-630-2400 Fax: 716-630-2401

**The following will be attending:**

<u>Name</u>	<u>Company</u>	<u>Phone #</u>	<u>Email</u>

CHECK ENCLOSED: (For payments received by RSVP date)

Members @ \$32 each =	\$ _____
Non-Members @ \$40 each =	_____
TOTAL	\$ _____