

Profitable Contracting

Wayne Newell, Corporate Trainer

13 Sixth Street, Lucasville, Nova Scotia, B4B 1R3

waynenewell@contractingworkshop.com



PROFITABLE CONTRACTING

Course overview

This six-hour, Gold Seal approved, Profitable Contracting course, specially crafted for the construction industry, covers the essentials of operations and finance for contractors. Learn how to control and reduce expenses. Learn how to make more money. Learn how to rid yourself of labour productivity concerns, high overhead costs, below-budget profits and cash flow headaches. Learn how to increase cash flow and improve profits.

Profitable Contracting discusses operational and financial issues I experienced during my 35-year career. Many will apply to your company: profit requirements, estimating, project management, labour productivity, human resource skills, materials and tools management, change orders, job costing, cash flow, AR collections, risk management, overhead controls, asset controls and a host of others.

All participants receive and take home a detailed course manual complete with all the topics, exercises and schedules need to improve their business.

Learning outcomes

- Key strategies to improve profits and cash flow
- Identify costs and solutions of lost productivity
- Effective human resource policies and procedures
- Forecast adequate revenue to ensure overheads are covered and profit is achieved
- Ensure that billings and change orders are controlled and monitored for collection
- Safeguard company assets
- Forecast company and project cash flows
- Control and/or reduce overhead costs
- Use financial reports to deliver better financial results
- Establish a strong financial awareness in all personnel who attend

Who should attend?

Owners, department and division managers, project managers, coordinators, field supervisors, estimators, senior managers, Gold Seal candidates and anyone who can influence project profits.