



Associated Builders & Contractors of Western Washington School of Construction Management Spring 2010 Session Application

Tuesday & Thursday evenings
February 9 - March 25, 2010
5:30 - 8:30 pm

Classes will be held at: ABC
399 114th Avenue NE, Bellevue

\$249 per person

(Includes a copy of the Emerging Contractor's Manual)

ABC's School of Construction Management is for you if...

- You want to improve your knowledge in the broad spectrum of skill areas needed to run a profitable and successful construction company in today's competitive environment
- You have "up and comers" on your staff whom you think would benefit from some additional classroom training in a variety of construction areas -- to improve their knowledge and help them move up in your company

The school is designed to provide instruction in the skills it takes to run a successful construction firm and provide an opportunity to meet others in your industry.

The goal of the school is to improve the skills of those looking to move into higher management positions within established construction companies. Knowledge from the school, plus networking opportunities in class and at other ABC events, will enhance your ability to become part of the overall construction community.

Topics covered in the 14-sessions include:

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|------------------------------|--------------------------------------|
| • Leadership skills | • Human resources |
| • Developing a business plan | • Insurance and bonding |
| • Finances and budgeting | • Relationships |
| • Office operations | • Liens and disputes |
| • Estimating/bidding | • Employee relations |
| • Project management | • Safety |
| • Building the business team | • Marketing and business development |
| • Legal issues and contracts | • Labor Law |

The instructors are contractors and industry professionals who donate their time to improve opportunities for everyone in our industry. Class size is limited to ensure personal attention and encourage camaraderie among classmates. You or a member of your management team **must** be able to attend every class. Students are encouraged to attend other ABC events to improve contacts within the industry, network and expand their knowledge.

Application for the ABC School of Construction Management—Spring 2010

Applications must be received by January 19th.

Name _____

Phone _____

Company _____ Position _____

Email _____ Type of Construction: Residential Commercial

Payment Options: Check enclosed Visa/MC/Amex # _____ Exp. _____

Address of Cardholder _____

Signature of Cardholder _____

I can't attend this session, but I am interested in future sessions. Please mail me information when it comes available.

Please contact Kim Trautman for questions or to register: (800) 640-7789 or kim@abcwestwa.org.