Fall Financial Seminars at the Builders Exchange

October 5 <u>Prepare for the Next Construction Bust</u> (2 hours)
We've experienced construction busts before and will have to weather them again. The goal is to proactively make the next construction slowdown as painless as possible for you and your company. Explore tools to gauge when your segment of construction may be slowing down, actions to take prior to detecting the slow-down, and examine how to develop a plan in advance to prepare your business to thrive during the downturn. Upon completion of this course you will be armed with concepts and tools to make the best of the next construction slowdown. This seminar is ideal for business owners and project managers.

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Start time: 12 Noon **Location: Builders' Exchange (Santa Clara)**
Cost: $25 until 9/28;$35 after

October 31 <u>Better Profits from your own Project Data</u> (2 hours)
Ignore the headlines about 'big data.' What matters more is your own project performance information. Which of your projects were most successful and why? Your lease successful? In this seminar you will discover how to simply and easily benchmark your own projects, which pieces of information to track, and ideas for applying the lessons learned to future projects. Learn how your project benchmarking information can help guide project selection, spotlight issues that need to addressed, and contribute to better accountability from estimating through project completion. This seminar is ideal of business owners, project managers, and bookkeepers (A/R and A/P).
Start time: 12 Noon **Location: Builders' Exchange (Santa Clara)**
Cost $25 until 10/24;$35 after

Company Name _____

Main Contact _____

(Please Check Box) ☒

Student Names	Prepare	Profits
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	☐	☐
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Total Enclosed _____

Phone _____ Fax _____

Reserve your spot by mailing check made out to the Builders' Exchange for the seminar by Sept. 28 to:

Financial Seminar
Builders' Exchange
400 Reed St.
Santa Clara, CA 95050

Builders' Exchange
OF SANTA CLARA COUNTY