

FINANCIAL MANAGEMENT for Non-Financial Managers

Learn to manage your company's finances better with your BX and experts from Stevens Construction Institute! Whether you estimate, sell or build, this course is for you. This full day seminar will show you the **most important part of business** - **THE FINANCES!**

You will learn effective financial methods and strategies to keep a better financial house, because **MONEY IS OXYGEN TO A CONSTRUCTION COMPANY!** Topics will include:

- Common misconceptions - construction is a unique business
- Accounting vs. financial management
- Financial return calculations
- Cash flow, returns and ratios; what's important?
- Budgeting and forecasting; keeping surprises to a minimum
- Financial profile of the average construction company
- Best of class contractors; what do they do differently?



WEDNESDAY, FEBRUARY 10TH, 2010

8:00 am to 5:00 pm

THE ENERGY CENTER

180 Silver Spring Road, Mechanicsburg, PA

\$350 PER BX MEMBER / \$600 PER NON-MEMBER
(Cost includes all course hand-outs and 8-hour seminar)

DEADLINE TO REGISTER

February 3rd!

YES
Register
ME NOW!

Fax your completed form to **717.635.2042** or mail to Mid Atlantic BX, **2501 North Front Street, Harrisburg, PA 17110**

For additional information about the seminar and your instructor, please see the **reverse of this form** or contact **Megan at 1.866.499.COOL** or **Megan@MidAtlanticBX.com**.

Your registration is your commitment to attend - there are NO REFUNDS for cancellations - substitutions are permitted!

Name _____ Title _____

Company Name _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Method of Payment Check (Payable to Mid Atlantic BX) Credit Card (Visa/MC/AmEx)

Name (as it appears on card) _____ Billing Zip Code _____

Credit Card # _____ Exp. Date _____ CV2 Code _____

WHO SHOULD ATTEND

Financial Management for Non-Financial Managers?

This seminar is designed for anyone involved with finances at your construction firm, including: executives, project managers, estimators and field managers.

SEMINAR AGENDA:

- Profile of the Construction Industry
- Common Misconceptions
- Ratios, Ratings and Red Flags
- Uses and Wastes of Money
- Budgeting, Overhead and Bottom Lines
- Monitoring/Measurement
- Financial Philosophies of Successful Contractors



ABOUT YOUR INSTRUCTOR:

Matt Stevens is a management consultant who works only with construction contractors, since 1994. Mr. Stevens has conducted over 400 seminars to construction contracting audiences. He is the author of *Managing a Construction Firm on Just 24-Hours a Day*, and his newest book, *The Practical Construction MBA* is due out in early 2010. For additional information about Mr. Stevens, please visit his website at www.stevensci.com.



DIRECTIONS TO THE ENERGY CENTER:

From I-81: Use Exit 57, PA-114 toward Mechanicsburg. Follow PA-114/Conodoguinet Parkway to US-11/Carlisle Pike. Turn left onto US-11/Carlisle Pike and follow to intersection with Silver Spring Road. Turn right onto Silver Spring Road. The Energy Center will be located on the left at 180 Silver Spring Road. Proceed to the entrance on the left side of the building and follow the signs to The Energy Center.

From SR-581: Use Exit for US-11/Carlisle Pike, turn right onto US-11/Carlisle Pike. Follow US-11/Carlisle Pike to intersection with Silver Spring Road. Turn left onto Silver Spring Road. The Energy Center will be located on the left at 180 Silver Spring Road. Proceed to the entrance on the left side of the building and follow the signs to The Energy Center.

