

Business Development for the Construction Front-Line

Designed for Superintendents,
Project Managers, Foremen &
Tradespeople



A Program that Provides Construction Leaders with the Tools to Improve Jobsite Success

We often think of business development being done by a person who golfs a lot and wears nice shoes. All jokes aside, the “real” business development is being done on the construction front-line by the foremen, tradespeople, project managers, etc.. Those who see a client on a day to day basis. Those are the people who ensure repeat customers. This program will focus on business development for the non-business development people. Let’s discuss the simple, best practices that we all can do to help promote opportunities and repeat customers.

LEARNING OBJECTIVES

- Understand how and why relationships affect future work
- Identify ways to keep track of contacts and people you meet
- Recognize how good relationship building can benefit your company and your career
- Discuss simple best practices for identifying work opportunities

REGISTRATION INFORMATION

Presenter: Brad Benhart, Purdue University
Date: Friday, February 1, 2019
Time: 8:00 a.m. – 12:00 p.m.
Cost: \$100 (Breakfast Snacks will be available)
Location: Construction Advancement Foundation
6050 Southport Road, Suite A
Portage, IN 46368
Phone: (219) 764-2883

Register Online by: January 30, 2019

www.cafnwin.org/training.php

or Call the CAF at (219) 764-2883

Name: _____

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