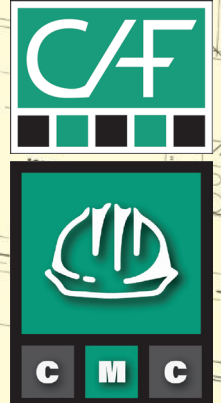


Estimating & Bidding Strategies for Contractors

Polish your Skills to Produce Successful Construction Estimates & Win Bids!



Elective Course for the Construction Management Certificate Program (CMC)

A FLEXIBLE PROFESSIONAL DEVELOPMENT PROGRAM DESIGNED FOR FIELD AND OFFICE LEADERS IN THE CONSTRUCTION INDUSTRY

COURSE OVERVIEW

Participants in this program will learn how to decipher the key elements of project Requests for Proposals and how to formulate a response to the request. This interactive session uses case studies to have the participants see how the development of proposals and pricing can be efficient and effective. Participants will learn to assess important criteria, different risks associated with proposals, and how to develop approaches that can be rationally priced. They will leave the seminar with an improved understanding of owner decision criteria, different cost models, and how they can implement a definable, repeatable, and trainable estimating and bidding strategy.

LEARNING OBJECTIVES

- Understand the Elements of an RFP
- Understand the Owner's Goals for RFP
- Learn how to Reduce Proposal Costs & Improve Quality of Responses
- Improve Accuracy of Pricing
- Evaluate Different Approaches to Pricing
- Learn ways to WIN MORE WORK

COURSE DETAILS & REGISTRATION INFORMATION

Date: Friday, February 13, 2026
Time: 8:00 a.m. – 12:00 p.m.
Cost: Free (Paid for by READI Grant)
Instructor: Michael J. Soller P.E. CPC, DBIA

This course can be taken as a stand-alone or as part of the CAF Construction Management Certificate (CMC) Program

Location: Construction Advancement Foundation
6050 Southport Road, Suite A
Portage, IN 46368

Register Online by: February 11, 2026
www.cafnwin.org/Safety-and-Education
or Call the CAF at 219-764-2883