



# Successful Estimating and Bidding Strategies

Tuesday, March 6, 2018

registration deadline February 16, 2018



Register Now!

[www.agcsd.org](http://www.agcsd.org)

“The instructor knew his stuff! His many years of experience in the field and his easy style of teaching made this course valuable beyond the price of admission.”

—Walt Long  
Creative Contracting Solutions

“This course presented information on making financial decisions that many contractors do not consider. The value of planning is highlighted and shown as valuable.”

—Steve Horne  
Horne Construction

“This course exceeded my expectations and provided a fact-based objective approach to setting a sound strategy.”

—Dan Gundry  
Vistacom Inc.

## SYNOPSIS

- The changing construction market
- Major growth areas for contractors
- Specialization versus diversification
- Anticipating increased business costs
- Achieving success in competitive markets
- Improving bottom-line results
- How to structure an estimating system for your type of construction
- Correcting the causes of estimate errors
- Negotiating favorable subcontractor prices
- Covering the risk by proper pricing
- Determining your company's project ability
- Ways to profit highly on small projects
- How much to reduce your price to get the big job
- Accurately predicting your competitor's bid
- Developing a complete bidding system that works
- How to select the best price for each project



To Register go online at [www.agcsd.org](http://www.agcsd.org).

Attendees at this one-day course will learn the best methods for properly pricing construction projects. Learn how to get the best prices from your subcontractors and material suppliers. Discover new techniques for finding the most profitable jobs for your operation. Learn how to give your competition the low profit work and get the high profit jobs for yourself. The tools you will take away from this course will immediately raise the profitability of your future jobs.

## WHO SHOULD TAKE THIS COURSE

- Company Owners and Officers
- Intermediate and Senior Estimators
- General Contractors
- Building Contractors
- Residential Contractors
- Sitework Contractors

## WHAT YOU WILL LEARN

This course will provide you and your team with clear, concise methods and guidelines for bidding projects of all sizes. Your estimators and staff will learn what they need to know at each step of the bidding process. The advanced techniques covered in this course will inform attendees of how to pick the best jobs and which bidding process to apply. When should you shop for better prices? When should you turn down an opportunity to bid? How do you know what the competition is doing? All of these questions and more are answered in this course.

## UPON COMPLETION, STUDENTS WILL BE ABLE TO

- Calculate the optimum mark-up for their company on various types of work
- Determine how much to raise or lower prices based on job size and backlog
- Apply a specific risk adjustment to price
- Adjust price for equipment and management use factors
- Calculate the probable market price of the competition
- Submit bids that increase company profits

## REGISTRATION DETAILS

Dates: March 6, 2018

Time: 7:30 am – 4:00 pm

Cost: \$295 AGC Member

\$395 Non Member

\$0 AGC Journeyman Upgrade Eligible

**Class Location: AGC San Diego Training Center  
6212 Ferris Square San Diego CA 92121**

**858-558-7444 x 101**

### **AGC Cancellations and/or Changes Policy**

Cancellation notification must be received in writing no later than three business days prior to the scheduled course date. Substitute registrants can be named at any time. A full refund - minus a 5% processing fee if paid by credit card - will be given if notification is received by AGC San Diego three business days prior to the course start date. If a cancellation is received within the three business day time frame, or if registrant(s) elects not to attend, attendee will forfeit the entire course fee. *Those participants using using AGC Journeyman Trust funds must adhere to the cancellation policy. If a late cancellation or NO SHOW occurs the participating COMPANY and not the AGC Apprenticeship Trust is liable for the tuition.*

### **AGC Payment Policy**

Payment can be made online by credit card or PayPal. Master Card, Visa, Discover and American Express are accepted. Checks to be made payable to AGC San Diego. Invoice option is only available for AGC San Diego Chapter members. Full course payment must accompany each registration for all attendees at least seven days prior to the course start date. Contact Inna Alizade in Accounting for payment confirmations, refunds or receipts. [inna@agcsd.org](mailto:inna@agcsd.org)