



Colorado Subcontractor *Brunch* Wednesday, August 12, 2009

Lakewood Country Club
6800 West 10th Avenue
Lakewood, Colorado

COST \$35 Participating Association Member
COST \$75 Non—member



GOLDEN TRIANGLE CONSTRUCTION, INC.

10:00 a.m. ~ Coffee Bar & Networking
10:30 a.m. ~ Brunch
11:15 a.m. ~ Presentation
12:00 p.m./noon
Business Practice Interchange - BPI*
ASAC, ALCC, AWCI, CGCA, CRA & RMSCA Members Only
Mark Gruskin ASAC Attorney



Brunch Presentation

11:15 a.m.—12:00 p.m./noon

Presentation

Subcontractor and General Contractor Partnering For Profitability

presented by

Golden Triangle Construction, Inc.

Bidding Process

dos and don'ts ♦ *how to present your numbers* ♦ *bid package*

Construction Process

scheduling ♦ *manpower* ♦ *resources* ♦ *insurance* ♦ *payment*

Quality Project

owner ♦ *general contractor* ♦ *subcontractor* ♦ *supplier*

Because construction subcontractors perform more than 80% of the work on a construction project, it is essential for them to how to win big in the bidding process through project completion. Because 57% of what a general contractor will remember is based on **WHAT THEY SEE**; 35% is based on the **WAY YOU SAY IT**; and only 8% is based on **WHAT YOU SAY**, knowing the process and how to present your company's value, methods, experience, construction team, & price gives you the edge.

***BPI—Business Practice Interchange of the American Subcontractors Association has been developed so subcontractor members can share actual business practices in our area. This network will provide information to help subcontractors who commit their resources to a project, make more informed business decisions.**

TO REGISTER

ASAC Office: 3575 South Sherman Street, Suite 3, Englewood CO 80113
Fax 303.759.8286 * Telephone 303.759.8260 * Email LFoster@ASAColorado.com

CHECK ALL THAT APPLY ~

ASAC MEMBER ALCC MEMBER AWCI MEMBER CGCA MEMBER CRA MEMBER RMSCA MEMBER

Company Name _____ Telephone No. _____

Attendee(s) Name (s) _____

PAYMENT _____ Credit Card _____ Check Enclosed _____ Invoice me

Mc/Visa# _____ - _____ - _____ EXP. Date ____/____/____

Signature _____ Email: _____