



## Small Project Management

### From Quotation to Completion – What Works and What Doesn't

It's one thing to run big mechanical contracts, but how about those \$5,000 to \$100,000 projects? Why do they so often prove to be so challenging? In this program you will develop strategies which can be applied immediately to professionally manage these projects, and make money at the same time! By developing a series of today's most effective business tools, actions and checklists that will immediately increase the profitability of these projects and make your customers much happier. This is a very interactive workshop where your ideas are recorded and put into a report sent to all participants. This program is all about identifying issues and developing solutions. Your company will make more money, have much less stress, lower staff turnover, have happier customers and happier suppliers.

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### Topics Covered:

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#### Small Project Management

#### Do you want to know what these people are thinking ?

- Senior Managers
- Estimators
- Sales People
- Project Managers
- Supervisors
- Dispatchers
- Technicians



- Learn the 8 key issues that have been identified as the major problems in managing small projects.
- Develop processes for resolving these issues for your company.



**Ron Coleman** - Ronald Coleman is a Professional Accountant, Certified Management Consultant and professional member of the Canadian Association of Professional Speakers. Ron has written seven books on business management for the construction industry, six of which are part of the Canadian Construction Association Gold Seal Program. He has also written and delivered a variety of education courses, he has co-authored three degree courses and does presentations on a regular basis in both Canada and the US. His passion in business is helping contractors to be more successful. In addition to a successful speaking and consulting practice Ron also has an accounting practice and is the President of Coleman Management Services.