

The IMPACT Construction Contracting Business Fundamentals Academy

Date: September 25-29, 2023

Schedule:

7 AM – 8 AM Hot Breakfast
8 AM – 11:30 AM Class
11:30 AM – 12:30 PM Lunch
12:30 – 4:30 PM Class

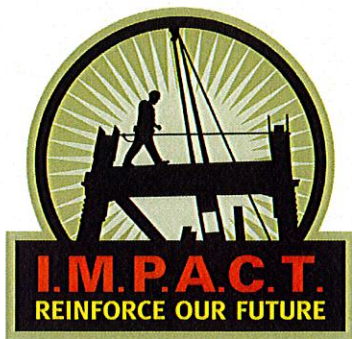
Location:

NYC Seminar & Conference Center, 71 West 23rd Street, New York, NY 10010

Contact:

Dr. Cindy Menches, IMPACT Director of Professional Development, 202-383-4843, cmenches@impact-net.org

Registration Link: [Click Here](#)



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This five-day academy is an intensive program designed for current and future ironworking contractors who want to develop or improve their fundamental business skills. This program focuses on the skills needed to start a contracting business or strengthen an existing business.

Participants will learn how to develop a business plan, identify financing needs and options, set up an accounting system, identify insurance requirements, find work, understand contract terms and conditions, request payment for work performed, and avoid problems that compromise success.

This program will provide the business foundation that will strengthen a contractor's ability to be profitable during the early startup or transition of their company and to become established as a successful contractor.

Monday

Create and Fund Your Business ❖ Business Planning

Tuesday

Financial Statements, Accounting, & Budgeting ❖ Create a T&M Rate

Wednesday

Marketing, Sales, and Business Development ❖ Insurance Requirements

Thursday

Understanding Your Construction Contract

Friday

The Payment Process

IMPORTANT INFORMATION: Participants must bring a computer or tablet device to the course. The course involves using the internet to access websites and information.