

Estimating for Greater Profit

Public Works Projects offer great opportunities to grow your business - so don't low bid to get the job and destroy your profit potential.

- Learn the key components that make for a successful bid
- Learn how to read and really understanding the "Request for Proposal" (RFP)
- Learn what specific stipulations and costs must be included in your bid to safeguard profits
- Gain insight and secrets for scheduling the job to protect profits

Avoid being upside down before you even start your project!

Apr 26, 2014
May 03, 2014
May 10, 2014
May 17, 2014
May 24, 2014

9:00 am - 1:00 pm



TUITION: \$395; one paid registration is good for 2 attendees from the same company.

CLASS TOPICS:

How schedule restrictions effects your bid
Break Even analysis
Factoring in your General Conditions Cost
Importance of reading the complete RFP

...& more

For further information and to register:

<http://commed.smc.edu>

(310) 434-3400 commed@smc.edu

SECRETS of PUBLIC WORKS PROJECTS SERIES

- Developing Good Business Infrastructure
- Fundamentals of Policies And Procedures
- Prevailing Wage: Tips You Need Before You Bid
- Estimating for Greater Profit
- Contract Management from A - Z

Check schedule for upcoming courses

SMC SANTA MONICA
COLLEGE

COMMUNITY EDUCATION