



Industry Focus. Powerful Results.™

Construction Executive Program

Maximize Enterprise Value

For program dates and registration information, visit us at

www.fminet.com/CEP



THE NEXT STEP IN YOUR EXECUTIVE DEVELOPMENT

About the Program

Owners and senior executives spend a lifetime learning the lessons needed to keep their companies from paying the high price of a bad decision. Learning these lessons on the job is extremely risky and expensive.

FMI has designed the Construction Executive Program to develop this knowledge using the intense, experience-based Construction ProfitAbility™ simulation. Coaching from FMI's industry experts and interactive workshops challenges each participant to take his/her lessons learned straight to the bottom line.

This senior-level, immersion experience is built around four core themes:

- Developing and maintaining profitable, long-term business success
- Evaluating and mitigating enterprise risks
- Understanding and mastering financial control of your business
- Bidding and preparing for profitable projects

Who Should Attend?

Construction Executive Program is designed for those who wish to develop individual business acumen that will drive financial results for the business unit and company. Examples include:

- Business unit managers
- Recent/future c-level status
- General superintendents/field supervisors
- Senior or advanced project managers
- Operations managers/operations officers
- Construction managers/division managers

This program is also encouraged for other operations-minded project staff, high potentials and emerging leaders.

There is benefit in having several team members experience the Construction Executive Program. The principles that are learned will multiply through your organization. Companies that send their team members in small groups will also foster greater cohesion and accountability.

“ The best part of my experience was being thrust into the inter-workings of a company with a structured approach to allow all participants to gain understanding of the elements and risks to a company. ”

— **Paul Dutmer**
Director of Los Angeles
The PENTA Building Group

Benefits

- Improve your ability to evaluate and promote outstanding performance leading to more effective control and higher margins
- Expand your business acumen with the skills needed to run the business more effectively
- Enhance your confidence to make sound and timely business decisions based upon sound strategy
- Leverage your contribution and value to your firm by increasing your understanding of financial statements and learn to effectively interpret and communicate their meaning

Why FMI?

For over 65 years, FMI has served the engineering and construction industry and the built environment as a trusted advisor. FMI's Construction Executive Program instructors are committed to bringing their talents, energy and passion together to develop world-class project delivery experts in the construction industry. The faculty includes senior-level FMI staff who possess both project and financial management knowledge and experience. In addition to coaching at the Construction Executive Program, the instructors are highly respected consultants, authors and thought leaders in the construction industry.

Construction ProfitAbility™

This intensive, interactive simulation allows teams to compete against one another to produce the highest return on investment possible. The program simulates a real company, allowing participants to experiment (and potentially fail) with managing projects, people and money in order to give them the experience they need to become industry leaders and business managers.

“ I was quickly introduced and then within a day felt competent in basic understanding of financial basics of running a construction company. ”

— **Jim Lupidi**
Project Director
DANIS

AGENDA

DAY 1

7:45 a.m. – 5:30 p.m.

DAY 2

8:00 a.m. – 7:30 p.m.

DAY 3

8:00 a.m. – 7:00 p.m.

DAY 4

8:00 a.m. – 2:30 p.m.

Proactive Financial Management Skills

- Interpret your business financials to make purposeful decisions
- Begin to think like a business unit leader

Strategies for Managing a Profitable Portfolio

- Analyze the marketplace and determine which projects are best for your business
- Structure your business so you can win the projects that are most profitable

Project Communication and Key Performance Indicators

- Focus on financial results to know whether you will win or lose
- Communicate on all parts of the business process, including strategy, bidding, completion and results

Construction Business Development

- See the value of investing in business development as a long-term, ongoing process
- Differentiate your company from others and stop competing on price-only projects

Executive Presentation Skills

- Present your financial results every business cycle to increase your comfort level with public speaking
- Communicate what your financial results mean with a deeper understanding

Registration Information

The tuition includes all program instruction, materials and certificate of completion for continuing education credit. **Lodging is not included.** Please see website for logistical information, including course location, lodging, transportation and meals provided during the program.

Hotel Information:

FMI has reserved a block of rooms at the host hotel. We urge you to make your reservations as soon as you register for the program, as the room block does fill quickly. Please check our website for details.

Pricing:

\$7,000 for the first attendee
\$6,500 for each additional attendee from the same company

For registration and more information:

**www.fminet.com/CEP
or call 800.669.1364**

“ I really enjoyed the overall experience and seeing how others in the industry approach things strategically.

— **Lani Gunderson**
Vice President of Preconstruction
Timberlake Construction Co., Inc.

” “ This class is not for everyone but certainly for those that are making business decisions that can and will affect the bottom line.

” — **Paul Cianciarulo**
Area Manager
Graniterock

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Cancellation — If you need to cancel your registration, we must receive your written cancellation at least five (5) business days prior to the start of the program. Your cancellation will result in a \$395 cancellation fee per registrant. Cancellations after five (5) business days will result in a \$1,000 fee. *Please submit written notice to registrations@fminet.com.

Please note: If FMI cancels the event, your registration fee will be refunded. However, FMI cannot be held accountable for nonrefundable airline tickets or other expenses related to your travel to the event.

For questions regarding FMI's cancellation policy, please call 800.669.1364.

FMI reserves the right to change, add or cancel programs according to the needs of the industry.

Substitutions — If payment is received at the time of written notice, you can substitute a participant for a cancellation up to two (2) weeks prior to the start of the program. We must receive your written notice. *Please submit written notice to registrations@fminet.com.

FMI Guarantee — If for any reason you are not satisfied with the program, please inform us by calling 800.669.1364. We will refund your tuition or give you a credit to use for another FMI program.

Address Corrections — If your contact information has changed, or you would like to add someone to our mailing list, please call 800.669.1364 and ask for the database account steward, or email us at corporatemarketing@fminet.com.



You can earn up to 28 hours of continuing education credits by completing the program. A certificate of completion will be awarded to you at the conclusion of the program. You may use this certificate for self-reporting purposes to many state and local continuing education entities.

FMI Corporation is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual programs for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417.

Website: www.nasba.org

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