



Winning & Managing Negotiated & Design-Build Contracts!



George Hedley, CSP

Building Entrepreneurial Excellence!

George Hedley is the owner of a successful commercial construction and real estate development company. Over 28 years ago, he founded and built his business from \$0 to \$50 million dollars in only 7 years! As recognition, George received the nationally recognized award: 'Construction Entrepreneur of the Year' by Ernst & Young and 'Venture' magazine.

Mr. Hedley's experience starting, growing & building his business into an organized management run company enables him to show you how to get your business to work. As a general contractor, he has built over 250 projects valued in excess of \$500 million, executed over 10,000 subcontracts & currently owns over 50 buildings.

As a 'Certified Professional Speaker' he will help your organization build people and leaders, create long-time repeat loyal customers, focus on bottom-line priorities, install systems that always make a profit, continuously improve, grow equity, and build wealth.

George has served as President of 3 construction industry associations and is the author of

- 'Get Your Business To Work!'
- 'The Business Success Blueprint'
- 'Everything Contractors Know About Making A Profit!'



What They Say About This Program:

"Excellent presentation. Your comments and personal insights regarding building your own business were right on the mark. George was one of the best speakers we've had & funny too."

- John Arslain, EVP, Fuchs & Company



Give Customers A Reason to Buy from You

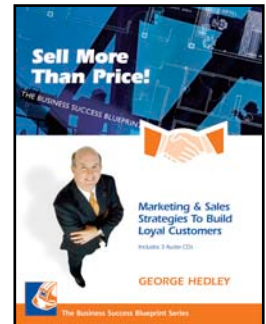
- How To Sell Negotiated & Design-Build Construction
- Overcome the "Competitive Low-Bid" Mentality
- The Winning Proposal, Bid, Interview & Presentation

Create "Win-Win" Relationships

- The Team Approach To Construction
- Owner - Architect - Contractor - Subcontractors - Suppliers
- Build Trust, Confidence & Teamwork
- How To Team With Architects, Engineers & Contractors
- Partnering & Single Point Responsibility

Contracts

- Benefits of Negotiated & Design-Build
- The Open Book Approach
- Pre-Construction Agreements
- Lump Sum Vs. GMP Contracts
- Design-Build Contracting
- Cost Plus and Self Performed Work



Total Project Management

- Project Goals & Objectives
- Pre-Construction Services
- Project Management Systems & Meetings
- Field Management, Scheduling & Problem Solving
- Changes, Problems, Approvals & Authorizations

Winning & Managing Negotiated & Design-Build Contracts

Stop bidding and start negotiating! Learn the advantages of negotiated and design-build, your changing role, risks, responsibilities, the team approach, and keys to success. Get past the "low-bid" mentality, add more value and accept more responsibility in the development process by providing pre-construction services, total project management, budgeting, city approvals, contract management and pro-active meetings. Choose the right contract type: lump sum, negotiated or design-build and understand contract clauses, terms and conditions including g-max, profit savings, open book, change orders and allowances. Learn how to win profitable contracts by marketing and creating relationships with customers, architects, engineers, and contractors. Offer more than price, target customers, write winning proposals, use pre-construction agreements, create marketing packages, make perfect presentations and win at the project interview.

BUSINESS BUILDING PROGRAMS

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