



Nine Necessary Numbers

You Need To Know!



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

- 'Conversations On Leadership'
- 'The Business Success Blueprint'
- 'Everything Contractors Know About Making A Profit!'



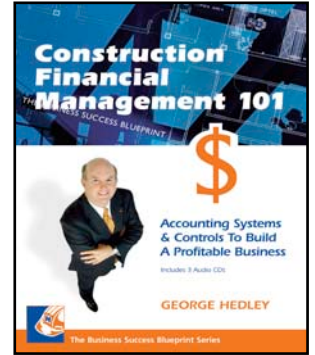
What They Say About This Program:

"We can count on you to deliver hard-hitting programs that meet personal growth and business management needs. Your programs inspire excellence and keep them coming back for more!"

- Pam Wagner, VP, National Utility Contractors Assn.

Know Your Numbers!

1. Profit
2. Equity
3. Overhead
4. Sales
5. Job Costs
6. Contracts
7. Receivables
8. Liabilities
9. Cash



Nine Necessary Numbers You Need To Know!

To own and manage a profitable construction company, you've got to know your numbers. The majority don't focus on what counts most: their numbers. They spend their time getting jobs built and then hope the bottom-line numbers work out. Often, these hard working people don't like to be bothered with numbers and pass them off to a bookkeeper or spouse to handle, manage and worry about. But to be successful, you've got to know and track your nine numbers: profit, equity, overhead, sales, job costs, contracts, receivables, liabilities & cash. Presented by a contractor and professional speaker in an easy to understand, fast paced, fun and enthusiastic style with lots of ready to implement ideas.



BUSINESS BUILDING PROGRAMS

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