



## Construction 3.0™ Management Programs

*Powerful strategies to immediately impact performance*

Ted Garrison, CSP, is a nationally-acclaimed construction industry visionary known for his high-energy, highly informative presentations that give audiences maximum take-away value. His Construction 3.0™ Strategies offer a new future for the industry.

**A civil engineer with 25 years management experience** constructing 10M SF of commercial buildings, he has been a consultant, author and speaker on construction management topics since 1998.

He is **author of *Strategic Planning for Contractors*** & co-author of five books on marketing, customer service and leadership.

As **host of the internet radio program, *New Construction Strategies*** (www.NCS30.com) he conducts weekly interviews with leading industry, business & government experts.

He averages over **50 presentations a year** to national and international construction audiences and private companies.

*Program available in 90 minute, 4 hour or 8 hour formats.*

## *How High Performing Contractors Can Profitably Compete in the Low Bid Award System*

### **You need to attend this program if you are**

- puzzled by how to compete profitability in the low bid award system.
- seeking answers on how to be more efficient and increase your productivity.
- excited about the idea of improving your profitability in today's hypercompetitive marketplace.

Many contractors complain about the low bid system. Many are trying to change the procurement laws to allow best value. This program is based on the concepts developed by the Performance Based Studies Research Group at Arizona State University where Ted is a Research Associate and explains how contractors can change a low bid award into a best value project. This program explains how a high performance contractor can bid low and still maximize their profits by implementing best value concepts regardless of the client's delivery system. The best value concepts have a proven track record after seventeen years of applying the concepts around the world. The process has created a record of 98% customer satisfaction while still allowing contractors to increase their profitability.

### **Key takeaway points include the following:**

- Identify and hire high performing people
- Improve preplanning while identifying potential risks and their solutions
- Create accountability and high performance through measurement

*Ted completely changed my way of thinking about the industry, relationships, and managing projects."*

*— Jake Steele, Project Mgr., Russell Construction*

To discuss any of Ted's programs or to customize to meet your needs, contact Ted now at 800-861-0874, [Speaking@TedGarrison.com](mailto:Speaking@TedGarrison.com), or [www.TedGarrison.com](http://www.TedGarrison.com)