



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 Contractors Can Improve Profitability...NOW!

You need to attend this program if you are

- in a hyper competitive marketplace and need to lower labor costs.
 - frustrated with costly impacts to your bottom line that you feel helpless to control.
 - upset about waste that negatively impacts your project schedules.
- Well, you're not alone! The construction industry is the only significant U.S. industry that hasn't increased productivity during the past several decades. It's estimated the amount of waste is between 30 and 40 percent, which is unsustainable. The good news is you can fix these problems. While most people understand it's important to eliminate waste and increase the value delivered to the client, there is a great deal of misunderstanding about how this is accomplished. The nine principles of Construction 3.0™ reveal strategies that can immediately improve efficiency but also show how a change in philosophy will boost profitability. With unprecedented pressure on construction cost, no contractor can avoid implementing the practices discussed in this program if it wants to survive. This program shows managers and executives how to improve their company's processes to increase productivity. In addition the program explains how contractors can add value through knowledge and experience in order to be more competitive even in a low bid system. One contractor following these strategies reported, "While volume is down, profits are up." If you are forced to compete in the low bid award system then you must attend this program.

Key takeaway points include the following:

- Gain tools that will produce immediate results
- Develop a culture that stomps out waste
- Create a value-based mentality that's focused on not only finishing the project, but delivering the best result
- Avoid missed schedules by effectively using the five-week look ahead

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, or www.TedGarrison.com