

How to Make Money on Every Job

Learning Objectives – The program is designed to cover Business Management Skills.

Seminar Date – February 11, 2016

Seminar Duration: 1 Day 8am – 4pm

- 8:00 – 9:15 Session 1
- 9:15 – 9:30 Break 1
- 9:30 – 10:45 Session 2
- 10:45 – 11:00 Break 2
- 11:00 – 12:00 Session 3
- 12:00 – 1:00 Lunch
- 1:00 – 2:15 Session 4
- 2:15 – 2:30 Break 3
- 2:30 – 4:00 Session 5
- 4:00 – 5:00 Questions and Answers

Seminar Fee – \$195 / \$165 for early registration

Please note there is NO CEU credit for this course.

Student Requirements – Students should come to the seminar with pencils, pens, paper, and a highlighter.

Seminar Location:
Crystal Gateway Marriott
1700 Jefferson Davis Highway
Arlington, VA 22202, USA

The hotel is near Washington Reagan Airport (DCA), the Crystal City Metro stop, and has parking available on site. If using the garage, follow signs towards the Capitol Tower. Keep in mind that the ceiling height is 6 feet.

Crystal City Gateway Marriott is a certified Virginia Green hotel.

Not a licensing renewal class.

The “Business Management Skills Workbook” will be used and given to each attendee.



Enjoy Learning & Get Motivated

About Mike Holt

Mike is nationally recognized as one of America’s most knowledgeable electrical trainers. His dynamic and animated teaching style is relaxed, direct and enjoyable. Mike’s signature strength is his ability to communicate technical topics in an easy-to-understand manner.

Discover the Mike Holt Difference

Register to see Mike, a nationally recognized speaker, for this lively event:

- How to make money on every job
- Get energized with new ideas to take back to your company
- Learn from NEC-expert Mike Holt
- Get your Electrical Business Management questions answered
- Connect with friends and make great new contacts

Who Should Attend

- Contractors
- Electricians
- Inspectors
- Estimators
- Engineers
- Industry Leaders
- Office Staff

You Will Receive

- Presentation Handouts
- Lunch
- Business Management Skills Workbook

Business Skills

- “No” – The Most Difficult Word
- Advertising and Branding
- Appearance
- Balance (Life – All Things in Proportion)
- Business Image and Reputation
- Cash Flow Analysis
- Customers
- Dress Code
- Estimating Process
- Estimating vs. Bidding
- Hiring and Firing
- How to be more effective
- Job Analysis
- Labor-Units
- Management’s Role
- Marketing
- Net Worth /Analysis
- Peter Principle
- Planning and Organizing
- Proposals
- Teamwork
- The Pareto Principle of the 80:20 Rule
- Websites and Internet Marketing

Come See Mike Holt Live!



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3 Easy Ways to Register

1. PHONE

1-800-525-5006 or 571-581-3388
Ask for Greg Tiedemann
2. MAIL

Mike Holt Seminar
c/o Dominion Electric Supply
5053 Lee Highway, Arlington, VA 22207
3. FAX

703-536-4069

Have a question? email gtiede@dominionelectric.com

“You make learning fun!”
Jason Lutz

“Informative and totally relevant to what we do in the field every day.”
Jose Rodriguez

“Well worth my time”
Todd Licare



REGISTRATION FORM

NAME _____ COMPANY _____

TITLE _____ E-MAIL _____ PHONE _____

ADDRESS _____ CITY _____ STATE _____ ZIP _____

DESCRIPTION	*EARLY REG	LIST PRICE	QTY	TOTAL
Business Management Skills On-Site Training	\$165	\$195	_____	_____
Seminar Date: February 11, 2016				
Seminar Location: Crystal Gateway Marriott, 1700 Jefferson Davis Highway, Arlington, VA 22202, USA				*Early Registration Expires 15 days before event.

☐ VISA ☐ MASTERCARD ☐ AMEX ☐ CHECK ☐ BILL MY ACCOUNT (Dominion Account Number _____)

CREDIT CARD# _____ EXP. DATE _____ 3 OR 4 DIGIT SECURITY NUMBER _____

For multiple registrations, make a copy of this page, complete the order form and send in a copy for each individual registrant. Seminars are not taxable. All dates, prices and availability are subject to change.

Marketing
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Arlington, Virginia 22207

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Vendor Tradeshow from 4:00 – 6:00 p.m.

After the class, stay for refreshments and meet with electrical manufacturers at our Vendor Trade Show. See the latest in product offerings, ask questions and get demonstrations. The following manufacturers will be represented:

