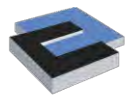


# Improving Labor Productivity for Contractors

Online Class | Facilitated By David Brown



**D. BROWN**  
MANAGEMENT  
www.dbrownmanagement.com

**LABOR** is the biggest job cost variable for most contractors. This two hour workshop is designed for the entire project team and focuses on some key factors that affect labor productivity (both positively and negatively) for contractors. **Thought provoking concepts that can be put into action immediately:**

- ❑ How Labor Productivity Relates to Competitiveness and Profitability
- ❑ Defining Pre-Planning at All Management Levels and Phases of the Project
- ❑ Understanding and Shifting The Ratio of Installation vs. Non-Installation Field Time
- ❑ Improving the Submittal Process to Improve Labor Productivity
- ❑ Why Material Logistics Matter for Maximizing Productivity

- ❑ 5 Key Labor Productivity Impacts and How to Fight Back
- ❑ 4 Profit Levers - Dissecting Job Cost Profitability Variables
- ❑ How Tracking Production Actually Improves Productivity
- ❑ Creating a Cultural Shift vs. System Implementation
- ❑ Understanding a Measured Mile and How Productivity Claims are Evaluated
- ❑ 4 Pillars of Productivity
- ❑ Key Field Management Tools for Keeping a Job On-Track
- ❑ Proactive Daily Planning - the ABC Approach
- ❑ The Link Between Customer Satisfaction and Profitability

Class is best attended by multiple people representing field operations, project management, estimating, accounting and owners. **Pricing Is PER COMPANY.** 1 login per company with recommended attendance 5-10 people to facilitate the best discussions

Take advantage of **Early Registration** (14 Calendar Days Before Workshop)

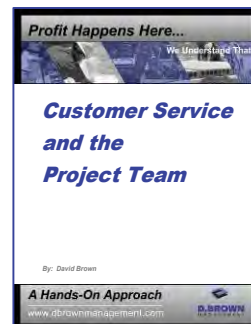
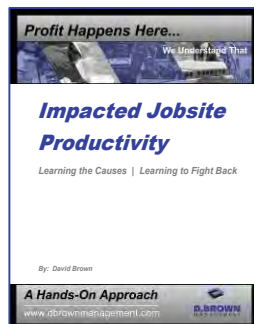
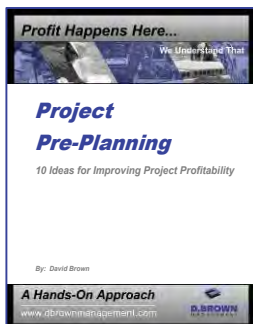
<b>EARLY</b>	<b>\$ 295</b> BEST PRICE
NORMAL	\$ 395

### PRIVATE WORKSHOP

Scheduled Just For Your Company Up To 25 People  
Contact us for more information

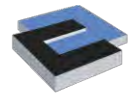
**\$ 995**  
BEST VALUE

The best ideas from five of our **Profit Happens Here...** series codified into a rapid-fire **TWO HOUR** session **GUARANTEED** to help your team improve field productivity.



More info and online payment at [www.dbrownmanagement.com/classes/labor\\_productivity](http://www.dbrownmanagement.com/classes/labor_productivity)  
Contact David at (916) 912-4200 x202 or [David@dbrownmanagement.com](mailto:David@dbrownmanagement.com) with any questions.

# Improving Labor Productivity for Contractors



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MANAGEMENT  
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## Additional Services

### **We Offer Private Workshops**

*These Specialize Classes Are Great For Pulling Your Whole Company's Team Together And Creating Focus On The One Report That Crosses Estimating, Operations, Accounting and Management*

**Company-Specific Training** is for companies that would prefer to have this workshop facilitated just for their teams. This can be a great way to improve existing planning processes.

**Field Productivity Assessment** is a program designed to look at all areas of the contractor's business that affect field productivity – both directly and indirectly. The assessment is broken into five key phases including a project financial review, reporting system and feedback review, structured interviews with team members, field support systems review and industry benchmarking. The assessment wraps up with a summary report including a detailed 90-day action plan and executive meeting.

**Consulting Services** are available in a wide range of financial and operational areas to help improve a contractor's business.

### PRIVATE FACILITATIONS / PRODUCTIVITY ASSESSMENTS



**TRAINING PROGRAMS**  
Helping Contractors Grow Profitably  
[www.dbrownmanagement.com](http://www.dbrownmanagement.com)

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FOR ELECTRICAL CONTRACTORS

## Project Pre-Planning

PRIVATE WORKSHOP – JUST YOUR TEAM

*Starting A Project Off Correctly Is  
The Best Way To Guarantee Profits*

Learn Industry Best Practices That Can Be  
Applied Immediately To Improve Your Business



SIMPLE GUARANTEE: If you are not satisfied with the results of the train  
**A Hands-On Approach**



**ASSESSMENT TOOLS**  
Helping Contractors Grow Profitably  
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## FIELD PRODUCTIVITY

Interviews, Observations, System  
Review And Industry Best Practices  
Comparison



SIMPLE GUARANTEE: If you are not satisfied with the results of the train  
**A Hands-On Approach**

**DAVID BROWN**

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**A Hands-On Approach**

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