

**I.B.E.W. Local 11
Presents
The Electrical
Contractor Business Course**

Pro Union Consulting, L.L.C.
has been teaching union electricians
to become successful and profitable
contractors for years.

This three-day hands-on course
covers many aspects of the organized
plumbing contracting industry and
benefits potential and existing
businesses.

Course objectives include:

- Determining start-up costs
- Building a business plan
- Estimating procedures
- Basic residential and commercial estimating
- Licensing (contractor license)
- Payroll services
- Print reading – residential takeoff exercise
- Contractor business presentation
- New technology opportunities
- Contractor business record keeping
- Accounting concepts/financial statements
- Bonding
- Attaining minority business status
- Contractor forms (business contract)
- NECA presentation
- Networking
- Marketing strategies
- Time and material software
- Corporate structure
- Working with bankers
- Servicing customers
- Process of selling your business
- Maximizing your profitability

**Comments from
Recent Graduates
of the
Contractor Business Course:**

“This is a class that has been missing from our
union training for my 20+ years.”

- Glenn Shorten – Local 11, Los Angeles

“Gives a detailed overview of actual procedures to
start and grow a business.”

- Curt J. Zobeck – Local 14, Eau Claire

“Motivating, inspirational, and extremely practical...”

- Mark Shoop – Local 332, San Jose

“This course is a hands-on MBA, specific to
electrical contracting, given in three days –
An unbelievable bargain – A true gift.”

- John P. Hancock – Local 357, Las Vegas

**Class will be held
January 23, 24, and 25, 2009**

**At
I.B.E.W. Local 11 ETI
6023 South Garfield Avenue
Commerce, CA 90040**

**Registration starts at 7:30 A.M.
Class begins at 8:00 A.M. sharp!**

Cost is \$400.00 per person

Deadline for registration is January 9, 2009

Make checks payable to I.B.E.W. Local 11

Please respond as soon as possible to:

**Tom Martinez, Director of Business Development
626.807.8268
or
Sandy Dotson
626.755.0324**