



Business Training for Contractors With Ron Coleman

1) Management Accounting: Understanding your Financial Statements & Job Costing: The 3 M's – Measure, Monitor, Manage

Understanding financial statements, interpreting your numbers and managing your monthly reporting and job costing will ensure you make money or know exactly why not. Here's how:

- Understand how to structure your financial statements to ensure you qualify for maximum bonding and maximum bank financing at the best rates
- Identify, calculate and interpret the key financial ratios
- Identify weaknesses in your structure early enough to correct them
- Know what the banks and bonding companies use as a benchmark
- Become familiar with dual overhead recovery methods
- Structure your Income Statement and Job Costing to get accurate and timely reports

2) Charge Out Rates: Calculating Them and Increasing Them

Understanding how to calculate charge out rates and monitoring them on a regular basis is essential for your business to be profitable. Participate in this session and:

- Learn what the key elements of charge out rates are
- Differentiate between overhead and direct cost
- Understand how to develop your charge out rates for constructions, change orders and service
- Develop a strategy for ensuring you get your rates
- Find Out how to increase your charge out rates

Note: Each participant will receive a spreadsheet to calculate their own charge out rates.

Presented by: Ron Coleman, Coleman Management Services Inc.

A professional accountant and certified management consultant, Ron Coleman's passion is helping contractors "make more money and have more fun"! He has published numerous business management programs for a variety of trade and specialty contractor groups and has written and delivered several Gold Seal Programs for the Canadian Construction Association.

Per Session Cost: HRAI Member \$190.97 (\$169.00 + 21.97 HST) Non-Member \$258.77 (\$229.00 + 29.77 HST)

REGISTRATION FORM

Complete this form and fax to (905) 602-1197 or mail to: HRAI at 2800 Skymark Avenue, Building 1, Suite 201, Mississauga, Ontario L4W5A6

Location: Mississauga, ON

Session 1: Management Accounting - 9:00 to Noon

Date: Monday, February 23rd, 2015

Session 2: Charge Out Rates - 1:00 to 4:00 pm

Name: _____

Company: _____

Address: _____

City: _____ Prov.: _____ Postal Code: _____ E-mail address: _____

Phone: _____ Fax: _____ Toll Free Number: _____

Method of Payment: VISA MasterCard Cheque [Payable to "HRAI"]

Credit Card Number _____ Expiry Date _____

Name on Credit Card: _____ Signature: _____

A confirmation will be issued one week prior to the workshop. Refunds (less \$50.00 Administration Fee) will be granted if notice of cancellation is received by HRAI no later than February 11th, 2015.

For more information contact Dorothy Allen at 1-800-267-2231, ext. 231 or e-mail: dallen@hrai.ca

