



# 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 L4W 5A6

Location: **Mississauga, ON**

**Session 1: Management Accounting - 9:00 to Noon**

Date: **Friday, March 6<sup>th</sup>, 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 23<sup>rd</sup>, 2015.

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