



Project Management

CLASS DETAILS

Date March 27 – 28, 2020
8:00 AM - 5:00 PM

Location IEC Chesapeake
8751 Freestate Drive
Suite 250
Laurel, MD 20723

Cost Early Registration:
\$990.00
Standard Registration:
\$1100.00
Members receive 25%
discount

Policy Cancellation deadline is 45
business days prior to
seminar. All cancellations
received after deadline
and/or no-shows will be
billed and/or are non-
refundable. IEC
Chesapeake A&T has the
right to cancel class if less
than 15 students register.

CLASS DESCRIPTION

This seminar will examine how profits are generated and discuss key issues on pricing, controlling costs and managing cash flow as it relates to project managers.

- Marketing from a project manager's perspective
- Using the estimate as a management tool
- Intro to design/build for the project manager
- Profitability through planning & scheduling
- Tracking labor productivity
- Winning at the change order game
- Short interval scheduling
- Time management

ABOUT THE INSTRUCTOR

Kirk Alter has more than 30 years experience as a contractor and educator in the electrical and mechanical industries. He has worked his way through the industry as a Foreman, Superintendent, Project Manager, Estimator, Operations Manager, and Vice President of a \$120M firm. Since 1995 Kirk has developed University level Undergraduate and Continuing Education Programs for electrical and mechanical contractors. Kirk has provided instruction for IEC chapters nationwide, ABC, and Purdue University.



To Sign Up for This Seminar Visit:
www.iecchesapeake.com

IEC Chesapeake | 8751 Freestate Drive, Suite 250 |
Laurel, MD 20723 | 301-621-9545