

Completed Contractor Business Courses

- Electricians Local 11, LA, CA 6 Classes
- Electricians Local 6, San Francisco, CA 2 Classes
- Electricians Local 212, Cincinnati, OH & Local 82, Dayton, OH 2 Classes
- Electricians Local 357, Las Vegas, NV 2 Classes
- Electricians Local 73, Spokane, WA
- Electricians Local 90, New Haven, CT
- Electricians Local 99, Providence RI
- Electricians Local 100, Fresno, CA
- Electricians Local 110, St. Paul, MN
- Electricians Local 124, Kansas City, MO
- Electricians Local 313, Wilmington, DE
- Electricians Local 332, San Jose, CA
- Electricians Local 340, Sacramento, CA
- Electricians Local 441, Orange Cty., CA
- Electricians Local 481, Indianapolis, IN
- Electricians Local 520, Austin, TX
- Electricians Local 573, Warren, OH & Local 56, Erie, PA
- Electricians Local 584, Tulsa, OK & Local 1141, Oklahoma City, OK
- Electricians Local 617, San Mateo, CA
- Electricians Local 640, Phoenix, AZ
- Electricians Local 668, Lafayette, IN
- Electricians Local 683, Columbus, OH
- Electricians Local 716, Houston, TX
- Electricians Local 972, Marietta, OH
- Plumbers Local 78, LA, CA
- Plumbers & Pipefitters Local 393, San Jose, CA 2 Classes

www.prounionconsulting.com

Contractor Business Course Available Dates

February	23, 24 and 25, 2012
March	1, 2 and 3, 2012
March	22, 23 and 24, 2012
April	26, 27 and 28, 2012
May	17, 18 and 19, 2012
June	7, 8 and 9, 2012
July	19, 20 and 21, 2012
August	23, 24 and 25, 2012
September	20, 21 and 22, 2012
October	25, 26 and 27, 2012
November	15, 16 and 17, 2012
December	6, 7 and 8, 2012

2012 Pricing:

Contractor Business Course
Three Day, 21 Hour Course
\$500.00 per participant
Minimum of 20 participants

PRO UNION Consulting, LLC

Matt Kolbinsky, President

5852 Ravens Ridge Lane
Cincinnati, Ohio 45247

Phone: 513.378.2535

Fax: 513.741.2892

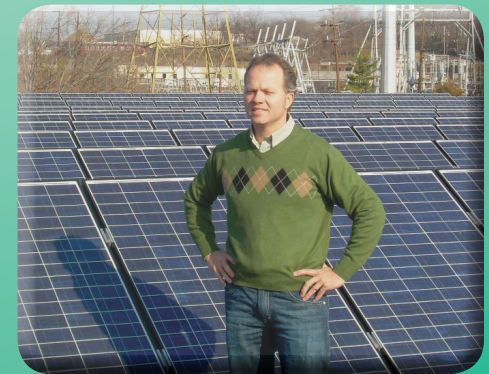
www.prounionconsulting.com

Email: prounionconsulting@fuse.net

PRO UNION Consulting, LLC



Contractor Business Course for UNION Electricians



Training for UNION members
by UNION members

Contractor Business Course for UNION Electricians Presented by PRO UNION Consulting, LLC

Do you have enough signatory contractors in your jurisdiction?

Do you have a business training program in place to guide your members to become successful contractors in your local?

PRO UNION Consulting, LLC trains **Union Electricians, Plumbers, Pipefitters** and other trades to become successful, profitable, UNION contractors.

CREATING YOUR OWN UNION CONTRACTORS:

- Is vital for the growth of your local union
- Increases market share
- Targets smaller projects
- Takes advantage of new technology opportunities for your local union ie., lighting retrofits & solar
- Enhances ability to organize the residential and service markets
- Insulates the commercial and industrial markets from future non-union competition
- Organizes service work, the most profitable sector of the market

WHAT CAN YOU EXPECT TO LEARN FROM THE CONTRACTOR BUSINESS COURSE?

The contractor course offered can be tailored to fit your local union/chapter's needs.

- ▶ **Building a business plan for success**
- ▶ **Determining start-up costs**
- ▶ **Basic electrical & solar estimating**
- ▶ **Design build estimating**
- ▶ **New technology opportunities**
- ▶ **Introduction to Solar**
- ▶ **Energy Audits/Lighting Retrofits**
- ▶ **Utilizing Grants, Rebates & Tax Credits**
- ▶ **Writing business contracts**
- ▶ **Benefits of being a union contractor**
- ▶ **Payroll/Collections**
- ▶ **Contractor business record-keeping**
- ▶ **Contractor Licensing**
- ▶ **Corporate Structure**
- ▶ **Invoicing/Change Orders**
- ▶ **Promoting your business/Networking**
- ▶ **Servicing your customers**
- ▶ **Maximizing your profitability**

A few words from recent graduates of the PRO UNION Consulting, LLC Contractor Business Course:

“Wish I had this course before I went into business.”

- Patrick Ferguson - Local 716, Houston

“Everyone in the union should take this course.”

- Mike Walker - Local 584, Tulsa

“This information and knowledge will help our furthering the success of our union and gaining more of the market share.”

- Keith Keener - Local 1141,
Oklahoma City

“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

References:

Tom Martinez - Local 11
626.786.4865

Matt McLaughlin - Local 56
814.882.5656

Ken Brown - Local 73
509.326.2182

Sean Daly - Local 90
203.265.9533

Terry Akins - Local 124
816.210.3150

Jesse Faz - Local 716
832.331.3554

Trentice Hamm - Local 1141
405.488.5786