

“HOW TO SURVIVE A RECESSION IN THE CONSTRUCTION INDUSTRY” PROSPERING IN CYCLICAL MARKETS PRESENTED BY THOMAS C. SCHLEIFER, PHD. SPONSORED BY THE UMCA, NECA, SMACNA

DATE Thursday, February 11, 2010
PLACE NECA Training facility at 2125 West 2300 South, WVC, UT (Printers Row)
TIME 8:30am to 12:00pm
COST FREE | sponsored by NECA, UMCA, and SMCA
OTHER Coffee and juice will be served.
LAST DAY TO REGISTER Friday, February 5, 2010

ABOUT THE CLASS

Dr. Thomas C. Schleifer will define economic and industry developments that are causing great concern among forecasters, contractors and buyers of construction services. He will provide clear and tested methods to prepare for and prosper during market changes. Schleifer contends that a cyclical market is the norm. He has decades of experience and data to validate his contention that world-class enterprises are structured and organized to remain profitable during both growing and declining markets. The presentation will include specific actions to manage a construction enterprise during a construction slow-down. According to Schleifer, a turn-around expert and authority on causes of business failure, “a construction organization that has prospered during its growth already possesses the knowledge and blueprint for how to make money in a declining market; they either don’t recognize it or consider it “dismantling” their organization.” He says the length of the prior up-cycle makes the prospect of a reduction in sales unpalatable. It will be easier for mature professionals to accept the proposed strategies than for those who have not experienced a down cycle.

ABOUT THOMAS C. SCHLEIFER

Tom Schleifer joined the construction industry at age 16 and brings more than 40 years of contracting and consulting experience to his presentation. He has Bachelor of Science and Masters of Science degrees in construction management from East Carolina University, and a Ph.D., also in construction management, from Heriot-Watt University in Edinburgh, Scotland. Dr. Schleifer’s experience includes serving as foreman, field superintendent, project manager, and vice president of a construction company which he owned with his brother. From 1976 to 1986 he was the Founder and President of the largest international consultancy firm serving the contract surety industry. During this period, he assisted in the resolution or salvage of hundreds of distressed or failed construction firms.

REGISTRATION

NAME _____

COMPANY _____

BILLING ADDRESS _____

PHONE NUMBER _____ FAX NUMBER _____

EMAIL ADDRESS _____

TOTAL TO BE BILLED _____ PAYMENT TYPE VISA MC AMEX CHECK

CREDIT CARD NUMBER _____ EXPIRATION _____

SIGNATURE _____

Return forms to the UMCA office by Friday, February 5th, 2010 via mail or fax.

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