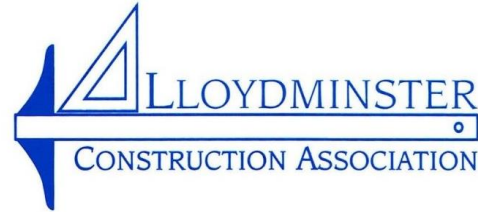


## Wayne Newell Management and Seminar Services



Instructor – Wayne Newell - For over 35 years Wayne served in senior financial leadership roles and worked with companies throughout Canada, the United States and the Caribbean. His experiences and expertise, shared with many companies, has helped owners, managers, employees and businesses grow. In doing so, he has amassed a library of knowledge on what makes a successful contracting company.

During his seminars he discusses his experiences in implementing specific techniques, methods and strategies used to help contracting companies increase profits, control and/or reduce costs and improve cash flows. In the past eighteen years Wayne has presented his exclusive Construction Management Courses to over 3,500 construction professionals from St. John's to Victoria. He was awarded his CMA designation in 1972.

### **AVAILABLE COURSE LIST:**

- **Profitable Contracting:** This Gold Seal online course covers the essentials of operations, labour productivity and finance for contractors. Learn how to control and reduce expenses. Learn how to rid yourself of labour productivity concerns, high overhead costs, below-budget profits and cash flow headaches. Learn how to increase cash flow and improve profits. The major issue facing contractors' productivity today is the forecasted labour shortage by 2030. This course identifies 8 of the major causes and offers methods to resolve them with a focus on attracting young people to your company.
- **Finance and Accounting for Non-Financial Managers:** This Gold Seal accredited course, presented online in 3-half-day sessions, specifically focuses on non-financial managers in the construction industry and guides project managers, coordinators, estimators, field superintendents, Gold Seal candidates, owners and senior managers through the financial and measurement techniques needed to manage their contracting businesses. Attendance is encouraged for those wishing to learn the fundamentals of finance and accounting, to interpret and react to financial signals, to review, calculate and discuss financial performance tools and to gain a new sense of confidence when dealing with financial professionals. In the past ten years, over 1,700 construction personnel have benefited from this course.
- **Strategic Planning for Growth:** This Gold Seal accredited course, presented online in 2-half-day sessions, focuses on enhancing strengths and opportunities and mitigating weaknesses and threats to your company. By carefully working through all the necessary segments, we will create comprehensive Strategic, Financial and Business plans. Plus, your comprehensive course manual filled with the methods and strategies you need for your business, will serve as your reference guide.
- **Project Manager's Guide to Accounting Practices, Cost Controls and Financial Reports:** Project Managers have a major role in delivering projects on-time and on-budget. In fact, the success of their companies depends on it. They may stumble if they do not have a clear understanding of how overheads, project costs and planned profits are integral pieces of project "success". In three-half days, Wayne Newell draws upon 35 years of financial and construction-contracting experience to help them recognize problem

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projects, identify unwanted expenses, increase productivity, manage overhead expenses and address labour shortages. With a clear understanding and appreciation of the financial side of the business, projects will be delivered on-time and on-budget.

*All Courses are ½ day on-line training – Zoom Platform*

	<b>Date 2022</b>	<b>Time</b>	<b>COURSE</b>	<b>COST Member</b>	<b>COST Non member</b>
<input type="checkbox"/>	Jan 24 & 25, 2023	9:30am MT	Profitable Contracting	\$299.00	\$399.00
<input type="checkbox"/>	Feb 21, 22 & 23, 2023	9:30am MT	Finance/Accounting for Non-Financial Managers	\$299.00	\$399.00
<input type="checkbox"/>	March 8 & 9, 2023	9:30am MT	Strategic Planning for Growth	\$299.00	\$399.00

\*If you would like more information on a specific course, please contact the LCA Office - GST Not Included\*

Company: \_\_\_\_\_

Attendee(s): \_\_\_\_\_

E-mail/Phone: \_\_\_\_\_

Total Amount: \$\_\_\_\_\_

Payment Type: Visa \_\_\_\_ Mastercard \_\_\_\_ Cheque\_\_\_\_ Invoice (Members Only) \_\_\_\_

\_\_\_\_\_

Credit Card Number

\_\_\_\_\_

Expiry Date

**E-mail: [lloydca3@telus.net](mailto:lloydca3@telus.net) or Phone: (780) 875-8875**

**No refunds will made after course link has been sent.**