



# “Top 10 Tips for 2010 – Fighting Unfair Competition”

**August 19<sup>th</sup>, 2010**  
**8:00 AM – 10:00 AM**  
**ABC State Headquarters**

**As the economy has cooled and contractors are looking for all available work, there are some who are coming from other regions and market sectors competing against you. Some are fighting unfairly to win projects. This small group threatens to diminish your business even further. Attend our seminar on the “Top 10 Tips for 2010 – Fighting Unfair Competition” and fight back even harder.**

### Benefits of the Program Include:

- **What are the 10 strategies**
- **Why do they work**
- **How to implement them**
- **How to keep the edge you have earned**

### Who Should Attend?

**Construction Executives, Shareholders, Business Development Professionals, Project Managers, Field Supervisors, Senior Estimators and others who manage revenue and cost.**

**Instructor, Matt Stevens** is the president of Stevens Construction Institute, Inc. – *Management Advisors to Construction Contractors*. He has over 30 years of experience overall including as both a specialty contractor and general contractor. He earned an undergraduate degree in Construction Management from University of Louisiana - Monroe and an M.B.A. from Rollins College, Winter Park, Florida. Matt is currently at The University of Florida’s College of Design, Construction and Planning – M.E. Rinker, Sr. School of Building Construction in Gainesville, Florida, He is a Doctoral Student. His research interest is the business operations of construction contracting. Matt has written two books - *Managing a Construction Firm on just 24 Hours a Day* as well as *The Practical Construction MBA*.

## R E G I S T R A T I O N

<b>ABC MEMBERS:</b>	<b>\$ 150.00 per person</b>
	<b>\$ 125.00 per person – group of 4 or more</b>
<b>NON-MEMBERS:</b>	<b>\$ 300.00 per person</b>

Date: \_\_\_\_\_  ABC Member  Non-Member

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

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Attendees: \_\_\_\_\_

Contact: \_\_\_\_\_ Email: \_\_\_\_\_

**RSVP to Jenny at [jenny@abc-indy.org](mailto:jenny@abc-indy.org) or fax 317.596.4957 by 8/6/10.**