

UA New Contractor Development Plan Seminar – 1 1/2, days

Industry professionals providing educational discussion on the following topics:

- Small Business Association - learn how to build a business plan with a mentor free of charge
- MCAA Director - learn what is available through the local and national chapters
- UA Local Business Manager
- Insurance and Bonding- learn what insurance you need
- Social Media- Websites, phones, marketing
- Banking Executive- learn about what a good banker can do for the business
- Supply House- Understand materials, payments and costs
- Estimating (Local Contractor)
- Payroll Services- great asset to a new company – tax filings
- Small successful contractor- learn what went right and wrong
- Attorney- how to set up your company legally and correctly for you
- Accountant

How can the UA help you – or what you will learn? We will discuss these topics:

- Learn to build a business plan- learn and understand the costs of your business
- Reasons to go in to business – why?
- What type of business to go into?
- What markets should you pursue?
- What will set your business apart from the competition
- Who will be your competition and what do they charge for their services
- What is the market share of your competition?
- What are your strengths and weaknesses compared to your competition?
- Will your business have seasonal highs and lows?
- What will you have in common with these typical customers?
- Who are your strategic allies?
- What vendors will you use and how will they have a positive impact on your business?
- Business Incentives
 - Rebates- team up with an manufacturer or sell products that offer rebates.(mail in rebates)
 - Grants- Veterans, Minority, Women, DAV
 - Tax Credits- TIF (tax increment financing)
 - Project financing- offer to finance customer purchases. (partner with a bank)
- Marketing Plans -logos, advertising, website development etc
- Financial - Loans, Accounting, payroll etc
- What licenses, permits, and/or certifications for your business
- Working with family members – pros and cons
- Basic estimating
- Management Training
- Tools and Equipment

Who should attend:

- Foreman
- Superintendents
- Fifth year apprentices all UA crafts
- Members who want to go into business and members who have been in business for 1 to 2 years
- Wives of members- these are the people that help us get started (they tend to ask great questions)