



Because you work hard for every yard.

NRMCA education works for you with solutions that pay off now!

Are you armed with strong business skills and knowledge needed to survive in a difficult market?

Register

www.NRMCA.org/go

Registration Form also attached

Course Information

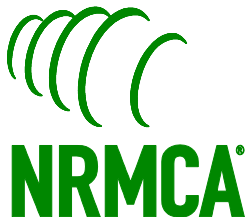
Shawnita Dickens
888-846-7622 x1154
sdickens@nrmca.org

Registration and Travel Information

Jessica Walgenbach
888-846-7622 x1152
jwalgenbach@nrmca.org



Host-State
Maryland Ready Mixed Concrete Association



This course is part of NRMCA's Seminars, Training and Education Programs, STEPS®, and earns you credit towards becoming a **CCP^f**, a Certified Concrete Professional, The highest professional designation in the industry.



CCSP III January 24-26, 2017 | Silver Spring, MD

BUSINESS SKILLS BASICS FOR PROFIT: GENERAL BUSINESS KNOWLEDGE

General business knowledge is essential for staff at all levels of an organization, especially in the face of a struggling market trying hard to grow. Today's tough times call for smart, financially savvy and insightful sales staff. And that is exactly what **CCSP III: Business Skills Basics for Profit - General Business Knowledge** course does. Attendees learn to use basic cost accounting information and legal parameters that affect the ready mixed concrete industry. While this course benefits ready mix personnel in every department and at every level of the organization, it is particularly appropriate for sales managers and sales reps.

This course covers:

Understanding and Using Critical Ready Mix Concrete Financial Tools, including:

- Balance Sheet
- Income Statement
- Cash Flow Statement
- Critical ratio analyses

How to Analyze Costs of individual Projects, including:

- Controlling Costs: Analyzing material, delivery, plant costs while controlling fixed costs
- Cost principles to calculate profitable customer bids

Examination of Construction Finances and Legal Issues

- Introduction to financing for private and public construction projects
- Critical factors to assure customer pays
- Legal issues affecting the industry
- Basics of the sales budget process
- Sales reps' bill collection liability
- Anti-trust compliance

Look for the full class agenda at www.NRMCA.org/STEPS.



Make your hard work pay off even more.

Register today. These skills will make an **immediate difference.**

NRMCA's CCSP MODULE III: BUSINESS SKILLS BASICS FOR PROFIT - GENERAL BUSINESS KNOWLEDGE

Silver Spring, MD

Tuesday, January 24 – Thursday, January 26, 2017

Class: Tuesday – Wednesday 8am – 5pm; Thursday 8am – 12pm

Exam: Thursday 1pm – 3 pm

NRMCA reserves the right to close registration in order not to exceed capacity, early registration is encouraged.

Submit separate form for each registrant. Save a copy for your files.

Name/Title

Company

Address (No PO Boxes)

City/State/Zip

Phone/Fax /Email

Emergency Contact Name/Phone

Supervisor Name/Title

Address

City/State/Zip

Phone/Fax/Email

Special Needs (Attach special needs information)

I will sit for the exam on Thursday, January 26 Yes No

This exam is optional but required to fulfill the certification requirement.

\$995 NRMCA Member \$1395 Non-Members

Payment Method:

Check (make check payable to NRMCA)

Mail registration form and check to:

SunTrust Bank, c/o NRMCA

P.O. Box 79433

Baltimore, MD 21279

VISA MasterCard AmEx

Card Number Exp. Date

Name on Credit Card (print)

Signature

For credit card payment, fax form to:

Jessica Walgenbach, Meetings, Dept., NRMCA, (301) 565-8200

Credit card or check, must accompany registrations. NRMCA no longer accepts P.O.#'s. Please provide a credit card number or check with all registrations.

Important: NRMCA reserves the right to cancel this event. If cancelled, NRMCA will notify registrants via fax or e-mail by COB, **Friday, December 30, 2016.** (NRMCA will refund the entire registration fee, but is not responsible for airline and hotel reservation fees.) Class confirmations will be sent after this possible cancellation date. It is advisable not to make travel arrangements until you receive your confirmation.

You are responsible for making and paying for your own hotel and travel arrangements.

Please provide e-mail addresses for all requesting to receive registration confirmations: (notification does not guarantee that class will run)

Email address

Email address

Course Location:

RMC Research & Education Foundation Center
719 Ellsworth Drive
Silver Spring, MD 20910

Hotel Information: NRMCA has not contracted a block of rooms for this event but that suggest 3 hotels within a short walk of the course location.

NRMCA suggests 3 hotels within a short walk of the class location:

DoubleTree by Hilton
8727 Colesville Road
Silver Spring, MD 20910
Phone: (301) 589-5200

Hampton Inn Silver Spring
8728 Colesville Road
Silver Spring, MD 20910
Phone: (301) 588-5887

Marriott Courtyard
8506 Fenton Street
Silver Spring, MD 20910
(800) 627-7468

Closest Airport: There are 3 airports into Metro Washington DC. We suggest flying into BWI (Baltimore Washington International) or Reagan National (DCA). The third is Dulles (IAD).

Return flight should NOT be made before 6pm on January 26, 2017 because of the exam schedule.

Airport Shuttle Info: Transportation to and from airport can be made with Super Shuttle, (800) 258-3826. Shuttle reservations must be made in a minimum of 24 hours advance for either direction.

Cancellation Policy: Full cancellation refunds, less a \$100 administration fee, will be extended until **December 30, 2016.** All cancellations after that date will not be refunded. Fee cancellations cannot be transferred to a future class. Registration cancellations must be made in writing to:

NRMCA Meetings Dept.
900 Spring Street
Silver Spring, MD 20910
Or, faxed to (301) 565-8200

For additional registration information, contact:
Jessica Walgenbach, (240) 485-1152 or by e-mail at jwalgenbach@nrmca.org.

Seminar follows all federal anti-trust guidelines.

This course earns credit towards a CCPf (Certified Concrete Professional) certification, the highest professional designation in the industry. For more information, visit www.nrmca.org/steps



For NRMCA Use Only Date Processed: _____ Confirmation # _____