

# NRMCA

## Workforce Development



### CCSP Module III: Business for Profit: General Business Knowledge January 28 – 30, 2020 | Dallas, TX

#### Course Information

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#### Registration and Travel Information

**Jessica Walgenbach**

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Course follows all federal anti-trust guidelines.

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

For more information, visit [www.nrmca.org/steps](http://www.nrmca.org/steps)

#### Sponsored by



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



# CCSP Module III

January 28 – 30, 2020 | Dallas, TX

Class times: Day 1 – 2: 8:00 am – 5:00 pm | Day 3: 8:00 am – 12:00 pm

Exam time: Day 3: 1:00 pm – 3:00 pm

NRMCA USE ONLY

Date:

Member ID:

Confirmation#

## ATTENDEE INFORMATION

Name/Title: \_\_\_\_\_

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

Mailing Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

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

Emergency Contact Name/Phone: \_\_\_\_\_

Dietary Restrictions/Special Needs: \_\_\_\_\_

Please Send Registration/Receipt Confirmation Email to: \_\_\_\_\_

(Notification does not guarantee class will run.)

## COURSE FEES/PAYMENT AUTHORIZATION

\$995 NRMCA Member |  \$1,395 Non-Member

Check Payment:

\*By sending a check there will be a delay in processing.

(Make check payable to NRMCA)

SunTrust Bank, c/o NRMCA, P.O. Box 79433 Baltimore, MD 21279

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

CVV#: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Registration without payment will NOT be confirmed.

Select One:  Visa  MasterCard  AMEX

## COURSE LOCATION AND TRAVEL INFORMATION

Embassy Suites Dallas Market Center

2727 N. Stemmons Freeway, Dallas, TX 75207

Phone: (214) 630-5332

Call-In Code: NJ2

Reservations: 1-214-630-5332 or book online by [clicking here](#)

Meeting Room Location: Magnolia I (subject to change)

Parking: Self-parking is complimentary. Valet parking is not available.

Room Rate: \$119 per night plus applicable taxes. Room rate includes complimentary hot breakfast buffet and evening reception served in the hotel atrium and complimentary internet access in guest rooms.

Closest Airport: The closest airport is the Dallas Love Field Airport (DAL) located 3 miles/7 minutes from the Embassy Suites Dallas Market Center. Dallas/Ft. Worth International Airport (DFW) is located 15 miles/20 minutes from the host hotel.

Transportation: The hotel does offer shuttle service to the Love Field airport and operates from 7:00 am – 10:00 pm. A taxi from DFW to the host hotel will cost approximately \$45 each way. A SuperShuttle from DFW will cost approximately \$17 each way, please contact SuperShuttle directly at (800) 258-3826 to make a reservation.

Cut-Off Date: Monday, January 6, 2020, or whenever the room block sells out, whichever occurs first.

## NRMCA POLICIES/INFORMATION

**Cancellation Policy:** Full cancellation refunds, less a \$100 administration fee, will be extended until **January 6, 2020**. All cancellations after **January 6, 2020** will **not** be refunded. Fee cancellations cannot be transferred to a future class. Substitutions can be made at any time with no penalty. Registration cancellations must be made in writing to: [meetings@nrmca.org](mailto:meetings@nrmca.org).

**January 6, 2020.** It is advisable not to make travel arrangements until you receive the class confirmation.

**Important/Class Confirmation:** NRMCA reserves the right to cancel this event. Class confirmations will be sent to registrants via email no later than COB, **January 6, 2020**. In the unlikely event the class is cancelled, NRMCA will refund the entire registration fee, but is not responsible for airline and hotel reservation fees. You are responsible for making and paying for your own hotel and travel arrangements.

**Confirmation of Event:** After registration and payment is processed, a registration receipt will be provided (allow up to 72 hours). A class confirmation, confirming the course will run as scheduled, will be sent via email no later than COB,

Return form to: [meetings@nrmca.org](mailto:meetings@nrmca.org) or Fax: (301) 565-8200