



Build A Bid Seminar

Build a Bid Program developed by the Snow and Ice Management Association (SIMA) is coming to Ottawa! on Wednesday September 22, 2010.

If you are a snow & Ice Contractor or plan on diversifying into the snow contracting industry, then this 1 day program is meant for you. Join industry peers as SIMA instructors deliver this interactive program that addresses the business challenges facing Snow Service provider owners, managers and Purchasers. Learn how to build and sell professional snow and ice proposals that fit YOUR Business Model

How to put together and sell snow and ice proposals that fit YOUR Business Model

What will be covered?:

- Everything from understanding your numbers to qualifying customers.
- If you are in charge of hiring a snow professional to manage snow and ice this workshop is for you.
- The Build a Bid program can help you determine how snow contractors build their pricing structures.
- It can also help you understand the challenges a professional snow service faces when bidding on snow work.
- You will be empowered to ask the right questions to find the right service level at the right price.

Attendees will be given a workbook manual and access to a special portion of the SIMA website for future reference, review and additional materials.

The Build-A-Bid Workshop will help you:

- Understand job costing and production numbers for equipment
- Use historical weather data to create more accurate bids
- Factor financial goals and long-term planning into your strategic bidding process
- Learn better ways of presenting and closing the bid
- Establish a knowledge-base for determining workload capacity for your company

"I have been working in the snow and ice industry for about 10 years. The Build a Bid seminar helped me accurately figure out equipment, labour, and material costs. The most valuable tool that came out of the event for me, was a chance to speak with other industry professionals. I feel confident to walk into any property, and be able to deliver, an accurate and professional bid."

**Ryan Kearney,
Garden Creations
of Ottawa**

DETAILS

This all day workshop will take place:

**September 22, 2010
8 a.m. to 5:30 p.m.**

Location:

**RA Centre 2451
Riverside Drive, Ottawa**

*Includes workbook,
hands-on demonstrations,
lunch and breaks*

- **Landscape Ontario members.....\$250**
- **Non-members.....\$350**

**Register today for the only SIMA event in Eastern Ontario this season.
Space is limited to 50 participants!**

Registration Information: (Deadline for registration - Monday September 20, 2010)

Name: _____ Telephone Contact: _____

Address: _____

PAYMENT OPTIONS ☐ Cheque ☐ Master Card ☐ VISA ☐ AMEX

Card #: _____ Exp. Date: ____/____/____

Cardholder Name: _____

Authorized Signature: _____ Date: _____

I am a Member of: ☐ Landscape Ontario
☐ OPA
☐ Snow and Ice Management Association

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Or register online:
www.horttrades.com/buildabid2010