IBEW Local 11 & PRO UNION Consulting, LLC
Presents
The Electrical Contractor Business Course
Since 2005, PRO UNION Consulting, LLC has been teaching UNION Electricians and UNION Electrical contractors how to be successful and profitable.
This three-day hands-on course covers many aspects of the organized electrical contracting industry and benefits potential and existing businesses.

Course objectives include:
- Building a business plan for success
- Determining start-up costs
- Basic electrical, lighting and solar estimating
- Introduction to solar / grants & tax credits
- New technology opportunities
- Energy audits / lighting retrofits / rebates
- Writing a business contract
- Benefits of being a UNION contractor
- Contractor business recordkeeping
- Obtaining bonding & insurance
- Payroll / collections / liens
- Contractor licensing
- Corporate structure
- NECA Presentation
- Marketing strategies
- Time and material invoicing / change orders
- Working with bankers
- Servicing your customers
- Promoting your business / networking
- Maximizing your profitability

Course website:
www.prounionconsulting.com

Comments from Recent Graduates of the Contractor Business Course:

“This was the single best source of information in one class that I have ever been part of. Bottom line the best!”
- Ryan Jones – Local 12, Pueblo, CO

“Huge wealth of 100% useful information. There was not one bit of info that was a waste of time.”
- Fernando Martin – Local 11, Los Angeles, CA

“Very informative and exciting. The UNION needs more positive and motivational classes like this to survive.”
- Troy Simmers – Local 24, Baltimore, MD

(The course) “was presented in a logical and well organized manner. Matt is passionate about his belief and it shows. It is refreshing to see someone who actually believes in the UNION and lives it.”
- Karen Hundertmark – Local 24, Baltimore, MD

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Class will be held
April 16, 17 & 18, 2020
At
Electrical Training Institute
6023 Garfield Ave.
Commerce, CA 90040

Registration starts at 7:30 A.M.
Class begins at 8:00 A.M. sharp!

Cost of class is $675.00 per person
IBEW Local 11 members pay $150.00
$100.00 deposit required at time of sign up
Spouses are encouraged to attend at no additional cost
Make checks payable to IBEW Local 11
mail to: 297 N. Marengo Ave., 3rd Floor
Pasadena, CA 91101

Deadline for registration is March 31, 2020

Please respond as soon as possible to:
Organizing Department – Local 11
626-243-9702 or organizing@ibew11.org