

**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 beliefs
and it shows. It is refreshing to see someone who
actually believes in the UNION and lives it."

- Karen Hundertmark – Local 24, Baltimore, MD

**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