



## Charge Out Rates 2009-2010

“Building Tomorrow’s Construction Leaders Today”

### When...

#### Please Circle Desired Location

Calgary, AB January 28, 2010  
Winnipeg, MB March 10, 2010  
Saskatoon, April 8, 2010  
Toronto, ON April 22, 2010  
Halifax, NS April 23, 2010  
8:30am -4:30pm

\* Specific locations  
will be announced shortly.

### Cost...

Registration Fee \$410 + GST/HST  
CMCEF Fee \$370 + GST/HST

### Payment...

Visa, MC, Amex  
Invoicing for Members Only

### Please Note...

Seating is limited &  
registration cannot be  
processed without payment.



The Canadian Mechanical Contracting Education Foundation (CMCEF) proudly presents this exclusive seminar on Charge Out Rates.

### What Will You Learn?

Are you using realistic charge out rates? Do you know how to calculate them? We will provide you with a spreadsheet to calculate your rates. We will review other options like quoted prices and flat rate pricing. You will identify where the hidden costs are, develop a truck charge, and much more - you will certainly be surprised at how much more money you'll make.

### Who Is The Presenter?

**Ronald Coleman** is a commerce graduate, a professional accountant, a member of the Institute of Certified Management Consultants of British Columbia and a professional member of the Canadian Association of Professional Speakers (CAPS). Spanning four continents over a 15-year timeframe, Ronald brings his strong construction related experience to his accounting, consulting practice. Coleman Management Services was founded in 1984 and is based in Vancouver, BC. Ronald has presented on behalf of construction associations in both Canada and the US, as well as banks, community colleges and universities. His numerous published education programs include a two-day financial management program for the Canadian Home Builders Association of British Columbia, a 36-hour business management course specifically designed for the Electrical Contractors Association, BC, the Roofing Contractors Association, BC and the Mechanical Contractors Association, BC. He co-wrote and delivers a three-part Financial Management course for BCIT's Construction Management Degree program.

Ronald has completed many Inter-Firm Financial Comparisons of groups of construction companies in both the USA and Canada, consulting to construction companies on a regular basis. He is past chair (1992-1995) of the Board of Trustees of The Richmond Hospital (\$65 Million budget), was vice chair of the Richmond Regional Health Board (1994-1996) and is a former board member of the British Columbia Safety Council and the Richmond Hospital Foundation. He is currently on the Board of CAPS-BC.

### Registration Information:

Registration Fee (\$410 GST/HST)

CMCEF Fee (\$370 + GST/HST)

Company Name: \_\_\_\_\_ Contact: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Province: \_\_\_\_\_ Postal: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ eMail: \_\_\_\_\_

Attendee 1 \_\_\_\_\_ Amount (+ GST): \_\_\_\_\_  
+ Email: \_\_\_\_\_

Attendee 2 \_\_\_\_\_ Less 10% - Amount (+ GST): \_\_\_\_\_  
+ Email: \_\_\_\_\_

Attendee 3 \_\_\_\_\_ Less 10% - Amount (+ GST): \_\_\_\_\_  
+ Email: \_\_\_\_\_

### Method of Payment:

Invoice (Members Only)

Visa

MasterCard

American Express

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

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

Please Fax This Registration Form To **613.235.2793**