



# GEORGE HEDLEY CSP

"Entrepreneur Of The Year"  
Award Recipient



The Construction Business Builder

## Nine Necessary Numbers

## You Need To Know!



### George Hedley, CSP

#### Building Entrepreneurial Excellence!

George Hedley is the owner of a successful commercial construction and real estate development company. Over 28 years ago, he founded and built his business from \$0 to \$50 million dollars in only 7 years! As recognition, George received the nationally recognized award: 'Construction Entrepreneur of the Year' by Ernst & Young and 'Venture' magazine.

Mr. Hedley's experience starting, growing & building his business into an organized management run company enables him to show you how to get your business to work. As a general contractor, he has built over 250 projects valued in excess of \$500 million, executed over 10,000 subcontracts & currently owns over 50 buildings.

As a 'Certified Professional Speaker' he will help your organization build people and leaders, create long-time repeat loyal customers, focus on bottom-line priorities, install systems that always make a profit, continuously improve, grow equity, and build wealth.

George has served as President of 3 construction industry associations and is the author of

- 'Conversations On Leadership'
- 'The Business Success Blueprint'
- 'Everything Contractors Know About Making A Profit!'



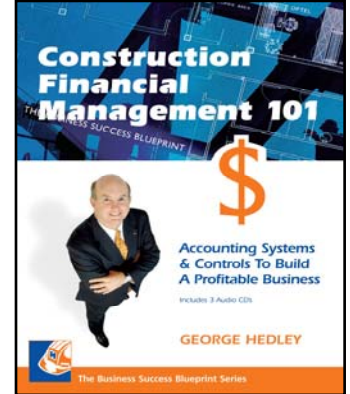
#### What They Say About This Program:

"We can count on you to deliver hard-hitting programs that meet personal growth and business management needs. Your programs inspire excellence and keep them coming back for more!"

- Pam Wagner, VP, National Utility Contractors Assn.

#### Know Your Numbers!

1. Profit
2. Equity
3. Overhead
4. Sales
5. Job Costs
6. Contracts
7. Receivables
8. Liabilities
9. Cash



#### Nine Necessary Numbers You Need To Know!

To own and manage a profitable construction company, you've got to know your numbers. The majority don't focus on what counts most: their numbers. They spend their time getting jobs built and then hope the bottom-line numbers work out. Often, these hard working people don't like to be bothered with numbers and pass them off to a bookkeeper or spouse to handle, manage and worry about. But to be successful, you've got to know and track your nine numbers: profit, equity, overhead, sales, job costs, contracts, receivables, liabilities & cash. Presented by a contractor and professional speaker in an easy to understand, fast paced, fun and enthusiastic style with lots of ready to implement ideas.



### BUSINESS BUILDING PROGRAMS

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