

Discover How YOU Can be More Valuable to Your Company!

August 10 ♦ The Exchange Tavern, Savannah
August 11 ♦ Macon, GA
September 22 ♦ Albany, GA
September 23 ♦ Columbus, GA
September 29 ♦ Gainesville, GA
September 30 ♦ Atlanta, GA

Attendee Registration Form

Please make copies as needed

Registrant Information

Name: _____ Title: _____

Company: _____ Address: _____

City: _____ State: _____ Zip: _____

Registrant's Email: _____ Fax: _____

Company Phone: _____

Contact Person: _____ E-Mail: _____

Check One:

Check -- Payable to Georgia Branch, AGC Amount: \$ _____

Charge to:
 VISA MasterCard American Express

Account # _____ Exp. Date _____

Name on Card: _____ Signature: _____

If paying by check: Fax a copy of this registration to **Jenny Tuggle** 678-298-4113 or 4101, **THEN** mail payment along with a copy of this registration form to our lockbox address --- Wachovia Bank/Georgia Branch, AGC • P. O. Box 934023 • Atlanta, GA 31193-4023

If paying by credit card: Fax copy of this registration to **Jenny Tuggle** • 678.298.4113 or 678.298.4101

For more information, please contact **Jenny Tuggle** @ 678.298-4112 or tuggle@agcga.org.

Cancellation Policy: The registration fee is fully refundable up to one week prior to the event. If you do not cancel before this one week period or do not attend the seminar, the registration fee will not be refunded. Substitutions are encouraged and may be made by calling 678.298.4112. A confirmation letter will be emailed one week prior to the course.

Join this workshop to grow your career. Gain skills to bring value to your company by helping bring in new work. Many firms are forced to concentrate on the immediate problems at hand and don't spend much time marketing their firm. This how-to workshop will lead you to become an exceptional leader in the future complete with the top client skills for new business.

Determine how to:

- Build on Existing Relationships
- Find Out about Upcoming Work
- How to Qualify a Lead
- How to Deal with Follow Up
- Develop Internal Lead Procedures
- How to Master a Presentation
- Be Successful at Networking Events
- How to Look Good at Trade Shows
- Know how you are Hired as a Contractor

Who should attend? Project Managers, Superintendents, and Marketing Personnel

Length: ½ Day, 8:00 am – 1:00 p.m.

Cost: \$299 Georgia Branch, AGC Members
\$270 Georgia Branch Young Leaders
\$349 Non-Members

Continental Breakfast and Lunch included

Seminar Leaders: Leon Moody and Ken Breland