

Co-Sponsors:



Alliance for Construction Excellence

# The Long Road to Recovery

“No one liked the Recession - Some are Going to Hate the Recovery”

Newest Outlook on the Recovery will be highlighted

May 22, 2014

8:00 – 11:00 a.m. – Check in at 7:30 a.m.

Location to be Confirmed

Advance Collaborate Enrich



## SESSIONS & TOPICS

- The pace of recovery
- Timing of margin recovery
- Returning to profitability
- Impact on cash flow
- Finance and credit issues
- Bonding and bank reactions
- Reliable growth strategies
- Navigating to success

## Dr. Schleifer will explain:

- The importance of the pace of recovery
- How to measure competitive pressure
- Strategies that work during a recovery
- How to deal with your bank and bonding company
- How to take advantage of the recovery and not let the recovery take advantage of you

## WHO SHOULD ATTEND:

Owners, General Contractors, Subcontractors, Architects, Engineers, anyone involved with current construction projects.

## TO REGISTER

Phone: + 1 (480) 965-4246  
Email: ace.asu@asu.edu  
Web: ace4aec.com

## PROGRAM INFORMATION

**When:** Thursday, May 22, 2014

**Times:** 8:00 – 11:00 a.m. (Check in at 7:30 a.m.)

**Where:** Location to be Confirmed

*Back by popular demand – New Information highlighted*

## PROGRAM DESCRIPTION

### Warnings and information Construction Professionals need to know:

The construction market recovery is going to be a financial struggle for most contractors because growth eats cash and many who have been straining financially during this unprecedented downturn may have difficulty financing the growth. In addition, Dr. Schleifer's research is conclusive that during much of the recovery margins will remain low because aggressive bidding continues until the appetite of construction organizations is satisfied. The research also confirms that the failure rate of construction enterprises is three times worse during recovery than during the downturn. Contractors need to be warned and understand how to approach this recovery. Schleifer says "I am afraid if some did not like the recession they are going to hate the recovery." Data is being collected to project the pace of the recovery, which is as yet unknown, but is critical to business planning.

This seminar addresses strategies to deal with a recovering market described as painful, but effective and explains how a construction enterprise can be structured and organized to endure during these challenging times. The protracted market slowdown has created unprecedented aggressive pricing, changes in owner attitudes, evolving delivery methods and declining margins. Dr. Schleifer contends that construction organizations need to hold on in order to enjoy and exploit the recovery which means remaining financially viable and credit worthy. He clearly explains that if current strategies are causing losses, depleting capital or diminishing equity the company may not be able to finance recovery and growth.



## REGISTRATION FEE

\$220 – ACE, ASA, SAA and ABA Member

\$245 - Non Member

*For more information on group discounts, please contact Jacki Houchens at 480-965-9359.*

# The Long Road to Recovery – “If you didn’t like the Recession, you are going to hate the Recovery”

Thursday, May 22, 2014

8:00 – 11:00 a.m. (check in at 7:30)

Location to be Confirmed

Complete and return the form to:

ACE, Arizona State University

PO Box 870204

Tempe, AZ 85287-0204

Phone +1 (480) 965-4246 | Fax +1 (480) 965-8172 | Email: [ace.asu@asu.edu](mailto:ace.asu@asu.edu)

Or Register online at <http://www.ace4aec.com>

Program back  
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New  
Information to  
be presented!

Organization/Firm Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Country: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_

## REGISTRANTS

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Job Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Job Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Job Title: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

**REGISTRATION FEE** (Registration fees collected are used for payment toward venue, speaker fees, catering and material expenses. Any excess funds will be used for ACE operating expenses in its quest to support the construction industry)

\$220 - ACE, ASA, SAA & ABA Member | \$245 - Non Member

If an ASA, SAA or ABA member, please contact the ACE office (480-965-4246) to receive the Member Rate.

Course fee includes breakfast and course materials. Upon completion of the workshop, CEU's will be provided.

## PAYMENT OPTIONS

**Check:** Make payable to ASU | **Invoice or Credit Card:** Please call ACE at +1 (480) 965-4246

## COURSE LOCATION

To Be Confirmed

**ACE CANCELLATION POLICY** - Call ACE to discuss your cancellation/substitution circumstances.

**Cancellation:** All cancellations must be made in writing to ACE via fax or email prior to the date of the program.

**Cancel 30+** business days out: Receive a full refund – can also transfer to another program of equal cost at a future date.

**Cancel 15 – 30** business days out: Receive a refund MINUS an administrative fee equal to 10% of the total registration fee – no transfers.

**Cancel 6 – 14** business days out: Receive a refund MINUS an administrative fee equal to 25% of the total registration fee – no transfers.

**Cancel 0 - 5** business days out: No refund.

**No Shows:** No refund. You are responsible for full program fee.

**Substitutions:** Another person from your company is permissible at any time prior to the program, event or meeting.



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