Best Value Procurement..
Are You Ready?

With Henry "Dutch" Hempel

Recent legislation allows many more publicly funded projects to choose their contractors on Best Value rather than Lowest Price.

- Do you know the differences between the various contracts and how to effectively communicate your company's Best Value?
- The core differences between contracts and why clients choose one over the other
- Learn the differences between Requests For Proposals and Qualifications
- Which Requests to respond to and the secrets of choosing the right team

INSTRUCTOR BIO: **Henry "Dutch" Hempel** is an independent sales & marketing consultant, sought after speaker and educator who has more than 25 years experience in the real estate, hospitality and construction industries. His business background includes ownership and management as well as government contracting.

Dutch specializes in educating business owners and staff in effective marketing and sales strategies. His "no nonsense" methods focus on action backed by proven theories and results. His passion is to help people achieve their business goals by successfully utilizing planning and best practices in sales and marketing.

ABC MEMBER TESTIMONIAL:

"Dutch's insights into the construction industry and ability to see the big picture have been instrumental in my own development. I wish I would have been exposed to his areas of expertise earlier in my career."

-JJ Levenske,
Northway Construction Services, Pres.
Brainerd, MN

ABC Associated Builders and Contractors, Inc. Minnesota Chapter

CEF CONSTRUCTION EDUCATION FOUNDATION MN OF MINNESOTA

DETAILS:

April 1, 2010

8:30 am - 12:30 pm

CLASSES WILL BE HELD AT:

MANKATO ARMORY
100 Martin Luther King Dr.
Mankato, MN 56001

ABC MEMBERS
$59.00

NON - MEMBERS
$89.00

****** Registration Deadline: One week in advance***

REGISTRATION

REGISTRATION IS REQUIRED FOR ABC/CEF EVENTS

To ensure a reservation at an event or program, fill out the registration form and indicate which event you'll be attending. If you run out of space on this form, please make additional copies for the remaining participants.

Be sure to indicate if you will be paying by check or credit card. (Reservations are not considered complete without payment in full.) Make checks payable to: **the CEF of Minnesota.**

Payment must be received prior to the start of class. Class may be canceled due to lack of registrations. All cancellations must be made in writing One week prior to start date and are subject to a processing fee. No refunds will be given if cancellations are made after the deadline.

Most events and programs have space limitations and reservations are taken on a first-come, first serve basis. It is important to reserve early for an event or program that you wish to attend.

HOW TO REGISTER:

Mail your registration to:
CEF OF MINNESOTA
10193 CROSSTOWN CIRCLE
EDEN PRAIRIE, MN 55344

Fax your registration to:
952-941-8698

For more information, or to plan a class, call Jim Kuhn at ABC :
952-941-8693

or check us out online at:
www.mnabc.com

COMPANY NAME:

ADDRESS:

CITY STATE ZIP

PHONE: FAX:

EMAIL:

PARTICIPANT NAME	COST

PLEASE MAKE ADDITIONAL COPIES OF THIS FORM IF NEEDED.

PAYMENT INFORMATION: **TOTAL AMOUNT DUE:** $

☐ VISA/MASTERCARD NUMBER EXPIRATION DATE BILLING ZIP CODE

SIGNATURE

☐ CHECK *(MADE PAYABLE TO CEF OF MINNESOTA)*

OFFICE USE ONLY

ENTERED	CONFIRMATION	PAID	METHOD	CHECK NUMBER	BY