

| | | |
|------------------------|--|--|
| Breakout Room A | <p><input type="checkbox"/> 10:00 a.m. – 11:00 a.m.</p> <p>PLANNING FOR THE STAGES OF A BUSINESS'S LIFE CYCLE IN THE CONSTRUCTION INDUSTRY</p> <p><i>Scott Lundberg CFP, CRPC, MBA - Upstream Investment Partners</i></p> <p>For business owners who invest time and money in their business, they often find it to be their largest asset. This informational seminar will cover the three stages - Early, Growth and Late - of a business's life cycle, as well the challenges that business owners face during each stage. Walk away informed on the issues important to your business and strategies on how to plan for the different stages of your business's life cycle.</p> | <p><input type="checkbox"/> 2:15 p.m. – 3:15 p.m.</p> <p>ALERT - SOLVING THE RECRUITING & RETENTION CRISIS</p> <p><i>John Lankford, CEO - Premier Executive Forums</i></p> <p>Attendees will experience what a select few companies are doing to find and retain the best employees in a tough market. Learn seven new strategies to attract the best talent and strategies for developing your current leaders.</p> |
| | <p><input type="checkbox"/> 10:00 a.m. – 11:00 a.m.</p> <p>HOW TO SELL OR TRANSITION YOUR BUSINESS ON YOUR TERMS</p> <p><i>John Carter, JD, CM&AA - Insyght Transitions Group</i></p> <p>The program will teach participants how to build "transferable value" in their company prior to the sale or transfer, which increases the purchase price and gives them leverage over future buyers and successors. The program also provides participants with an overview of the various "external sale" and "internal transfer" options available to contractors and other business owners.</p> | <p><input type="checkbox"/> 2:15 p.m. – 3:15 p.m.</p> <p>ARE YOU READY FOR CHANGE?</p> <p><i>Aaron M. Partridge, CPA - Shareholder at Doeren Mayhew</i></p> <p>Changes in revenue recognition and lease accounting standards will be here before you know it. Is your business ready? This course will help you navigate through the ins and outs of these changing standards to avoid common pitfalls and keep your company in compliance.</p> |

Make class selection (s) above. Space is limited. Registration deadline: January 27, 2018

Name: _____ Company: _____

Address: _____ City, State, ZIP _____

Phone: _____ Email: _____



\$10 per class or 2 for \$15

Credit Card #: _____ Exp. Date: _____ Sec. Code: _____

Printed Name on Card: _____

Address (if different from above): _____

These workshops are held in conjunction with the CAM Construction & Design Tradeshow at MotorCity Casino Hotel on February 7, 2018. Workshop attendees receive complimentary Tradeshow registration.

Register online at www.cam-online.com ♦ 248.972.1133 ♦ Fax: 248.972.1135