



How to Grow Your Contracting Business Without Losing Control

► **Growing your business intelligently** not only means growing the bottom line, but growing in such a way that you remain in control of your business and your life. Understanding the particular issues you need to address in your business and implementing the proper controls and procedures to run your business are issues a growing business faces everyday. How to address those issues and in what order are issues we address everyday.

Format Three one-on-one sessions with a Partner of **Lanigan, Ryan, Malcolm & Doyle**—specialists in growth for the construction industry, scheduled in your office. Each session will take approximately 1.5 hours and sessions are scheduled at your convenience.

Date *Open:* Schedule one-on-one after registration

Cost \$150.00 includes the 3 sessions and a formal growth analysis report for your business you can refer to again and again.

These individual information sessions will give you a comprehensive understanding of what you need to address today in order to move forward profitably:

- 1 Understanding your business, unpacking your strengths, directing your vision
- 2 Identifying 5 key areas of your business you need to address and creating a linear plan to address them in order of importance
- 3 Charting a clear path towards your preferred future, understanding milestones, setting attainable goals, reviewing progress

Click here to sample the
Growth Analysis™
pyramid.

Growth Analysis™

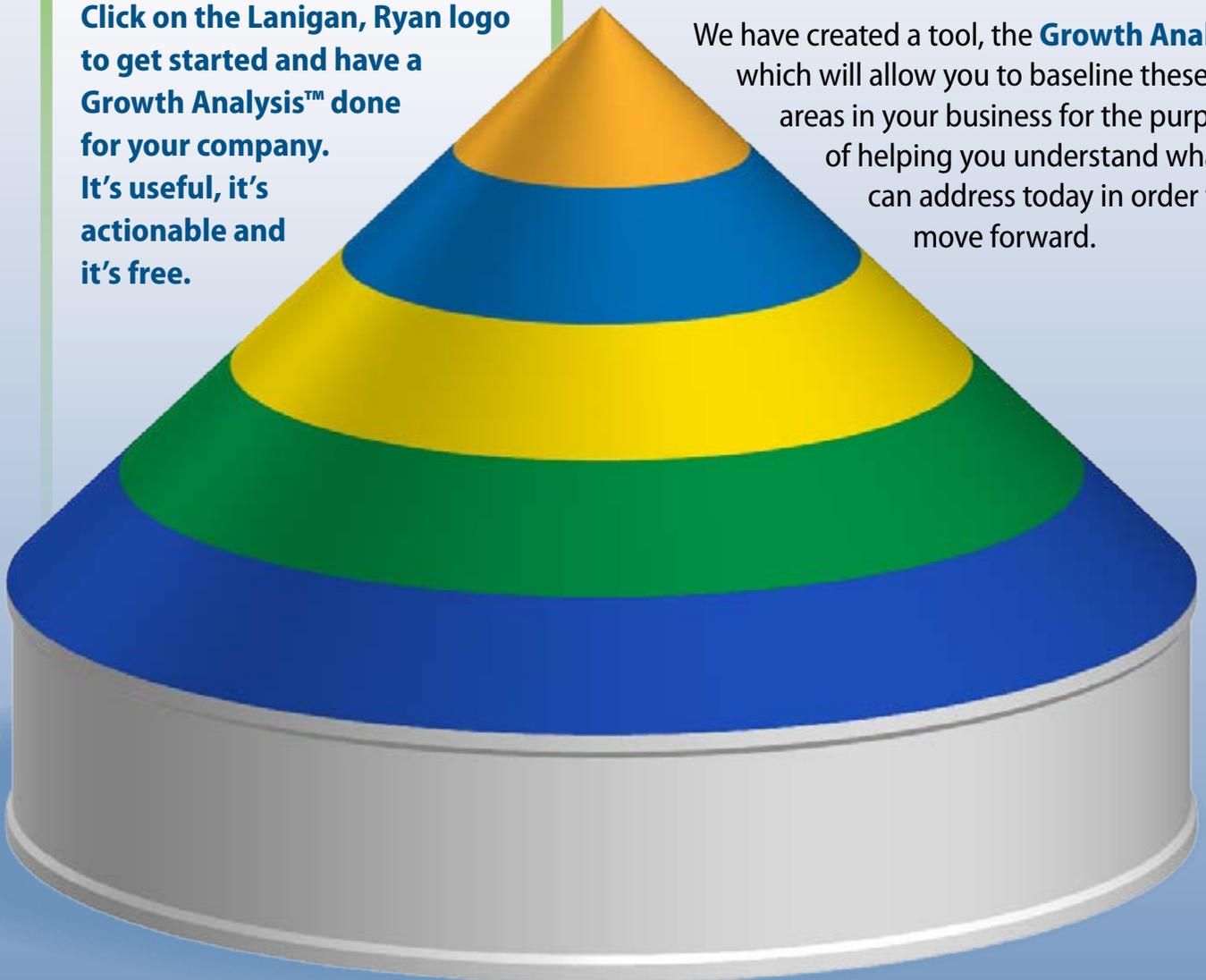
Move your cursor over a section of the Growth Analysis™ pyramid. Right clicking will bring up a screen giving more information about that section.

Click on the Lanigan, Ryan logo to get started and have a Growth Analysis™ done for your company. It's useful, it's actionable and it's free.

At **Lanigan, Ryan** our great passion is to help business owner's build sustainable value in their businesses, which will allow them to grow and prosper. In fact, nothing gives us greater satisfaction than seeing our clients succeed.

Having worked with hundreds of businesses for the past 30 years, we have identified 5 key areas every business needs to address in order to grow and maintain control.

We have created a tool, the **Growth Analysis™**, which will allow you to baseline these areas in your business for the purpose of helping you understand what you can address today in order to move forward.



Corporate Vision

Vision

Understanding your vision is about achieving clarity about why you are in business, exactly who you are serving and what you are delivering that makes customers want to buy from you.

What we assess:

- 1 Your founding vision, history and important company and personal milestones.
- 2 The business owner's drive and motivational pattern.
- 3 Sweet spot demographics and real deliverables.
- 4 Your growth pattern.



Corporate Values

Values

Understanding what the organization really values becomes clear when those values are not adhered to. Values are always at work within an organization but seldom identified or articulated correctly. We will help you understand what the non negotiable operating values of the organization really are.

What we identify:

- 1 The Operating Values as they relate to Chief Stakeholder's motivational patterns.
- 2 The non-negotiable Character Values every employee must possess.



Competencies

Competencies

Competency is the measure of available skills at all levels of the organization to manage growth, including leadership.

What is assessed?

- 1 Competency of financial personnel.
- 2 Competency of leadership.
- 3 Competency of management.
- 4 Competency of staff.



Capacity

Capacity

Capacity is the measure of how much work your facilities, labor force, and equipment can handle. Frustration in business is often a strong symptom of lack of capacity.

What is assessed?

- 1** Your physical plant, office, warehouse and related systems relative to your current and predictable future volume of work.
- 2** Your personnel as it relates to available labor, management and leadership.
- 3** Your equipment availability, including fixed and variable equipment.
- 4** Your financial capacity, including infrastructure, reporting, and financing availability.



Controls & Procedures

Controls and Procedures

Do you have adequate controls in place to allow leaders to make informed decisions about moving forward in the most profitable way? Are procedures documented and utilized to create consistency in delivery in functional areas?

What is assessed?

- 1 Financial controls and procedures.
- 2 Sales controls and procedures.
- 3 Management controls and procedures.





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Potential. Performance. Profit.

\$150 PER PERSON

- Check Enclosed
 Bill My Credit Card
 Invoice Me

Contact: _____

Contact's Email: _____

Company: _____

Phone: _____ Fax: _____

Attendees

Attendees' Emails

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
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_____	_____
_____	_____

Card #: _____

Exp. Date: _____ Security Code: _____

Billing Address: _____

Authorized Signature (required): _____

Please note that a reservation constitutes a financial commitment. Substitutions are accepted anytime.

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