

# Turning your Project Managers into Business Managers

presented by FMI Corporation



*When project managers become business managers they act like an owner of the business and profitability increases.*

In addition to a solid foundation of technical knowledge, the most successful project managers also have strong management, leadership and business skills in order to execute projects profitably. They understand the financial impact of what they do everyday and proactively manage cash flow, accurately forecast cost to complete along with tracking, pricing and collecting of change orders. The best project managers accomplish all this while maintaining positive client relationships to leverage future repeat business.

Benefits to attending:

- Put more money on the bottom line, faster – understand the financial impact of effective planning, project controls, projected cash flow and getting paid for the all of the work you do.
- Get work done on time and on budget – proactively manage all aspects of the job, utilizing innovative tools and leveraging relationships with key resources such as subcontractors, suppliers and consultants.
- Create a referral-based business – build long-term client relations through an understanding of marketing and business development concepts.

**Presenter: Gregg Schoppman, Principal, FMI Corporation**

Gregg is a consultant with FMI, management consultants and investment bankers for the construction industry. Gregg specializes in the areas of productivity and project management. He also leads FMI's project management consulting practice. Prior to joining FMI, Gregg served as a senior project manager for a general contracting firm in central Florida. He has completed complex and sophisticated construction projects in the medical, pharmaceutical, office, heavy civil, industrial, manufacturing, and multi-family markets. He has also worked as a construction manager and managed direct labor. Furthermore, Gregg has expertise in numerous contract delivery methods as well as knowledge of many geographical markets. Gregg has been a guest speaker for the International Facility Management Association World Workplace. He has successfully completed project management implementation engagements for general and trade contractors across the country.

Gregg holds a bachelor's degree and master's degree in civil engineering from the University of Florida and a master's of business administration with a concentration in international business from the University of Tampa. He was recognized as a Beta Gamma Sigma honor graduate at the University of Tampa and Tau Beta Pi honor graduate at the University of Florida. Gregg possesses an Engineer Intern certificate from the State of Florida as well as a Florida General Contractors license. He is a member of the American Society of Civil Engineers, International Facility Management Association and Leadership Tampa.

**Location:**

**Sheraton Needham Hotel  
100 Cabot Street, Needham, MA 02494**

**Date/Time:**

**Thursday, March 4, 2010  
7:30 a.m. – 8:15 a.m.    **Registration & Breakfast**  
8:15 a.m. – 10:00 a.m.    **Presentation****

Please pay via credit or debit card for this event online by going to:

<http://mass.cfma.org/events>

The online payment feature will eliminate the need to confirm your attendance with John Tessicini. Should you wish to continue using the paper form and mail your check, please RSVP to John Tessicini at [jtessicini@consigli.com](mailto:jtessicini@consigli.com) and forward your check payable to CFMA Massachusetts along with the attached reply form to:

John Tessicini  
Consigli Construction Co., Inc.  
72 Sumner Street  
Milford, MA 01757



**Yes, I will attend the Breakfast & Seminar Program on March 4, 2010**

NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_

E-MAIL: \_\_\_\_\_

GUEST NAME: \_\_\_\_\_

GUEST COMPANY: \_\_\_\_\_

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**The fee for this meeting is \$50 for CFMA members and \$60 for non-members.**

**Please remember that a CFMA membership is an individual membership and not a corporate membership, therefore, the fee for co-workers or guests of a CFMA member is \$60**

**We encourage all guests to become members in order to enjoy all the benefits a CFMA membership has to offer. Please e-mail Peter Russell at [peter.russell@willis.com](mailto:peter.russell@willis.com) for membership information.**