

# Project Communication

## *“Understanding the Importance of Improving Communication with Your Project Stakeholders to drive profitability”*

-A program designed to improve your projects profitability-  
*Project Communication* is designed to help the sheet metal contractor and their production teams take charge of projects and determine the most profitable way to proceed. This program will help attendees understand the importance of establishing communication protocols, along with all the documentation needs and standards. This program will cover the importance of knowing what you own and how it will/can impact the job. We will take a unique look at how improving communication and team work between design, estimating, project management, and production can and will improve profitability. This is a “hands” on program which will get the juices flowing and is applicable to anyone who is involved and has an impact of the projects profitability.

### **Some of the topics covered include:**

- The importance of preplanning and being prepared
- The seven deadly sins of a bad job
- Identify the “rules” of the job
- The items you and your production team need before the job commences
- How to communicate with all parties.
- How to have a good productive conversation
- Why Jobs make and lose money and what to do about it
- How to ensure that everyone in the kick-off meeting is prepared
- What determines the success of the job
- How will we measure job success
- Project close out documentation
- How to hold the field, project management, and estimating team accountable and to get production rate buy-in.
- **Who Should Attend?**  
All project teams

Name: Kevin L. Dougherty

Title: Consultant, Speaker, Author

For the last 20 Years Kevin has been speaking to the construction industry. Kevin represents a changing industry - aggressive, realistic, and open-minded. Kevin's work and education experience enables him to relate to today's problems and provides tangible solutions in an easy-to-listen style. He has taught thousands of people in various seminars. His client base ranges from family-owned businesses to corporate conglomerates.

In addition to speaking and writing articles, Kevin has served as sales manager and corporate trainer for a multimillion-dollar mechanical contractor. Kevin has also been a frequent speaker for various associations, World of Concrete, PHCC, SMACNA, MCAA, MSCA and QSC Chapters.

Kevin's humorous and energetic speaking style has made him a convention favorite. He has spoken to such groups as Benjamin Moore & Co., 3M, Hunter, Rain Bird, Johnson Controls, Morton International, Manville/Schuller, York International, and Hagemeyer Electrical Australia, just to name a few.

Kevin's ability to entertain audiences and hold their interest while getting his message across consistently makes him one of the industry's top speaking talents.

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