



**Prime Incubator:**

# HOW TO LEVEL UP YOUR CONSTRUCTION COMPANY

PCL Construction and NAMC So Cal have partnered to host a 4-week intensive training program for construction subcontractors and firms.

Participants will learn from subject matter experts in estimating, business development, marketing/communications, and finance and administration who will provide key insights on how to enhance their business practices, as well as address major impediments to securing contracts with general contractors. Participants will have access to financial resources, including capital, bonding and insurance. Additionally, participants will receive hands on assistance from prequalification specialists to navigate PCL's prequalification application process, which is the first step to doing business with PCL and most large general contractors.

There will also be ample opportunities to engage and network with industry leaders and executives within PCL and beyond.



## TRAINING SCHEDULE

**Session 1: August 6 | 5:30 p.m.**

### Business Competency

- How to Engage a General Contractor
- Business Development & Brand Marketing
- Forecasted Contract Opportunities

**Session 2: August 13 | 5:30 p.m.**

### Understanding the Deal

- Navigating the Contract
- Competitive Estimating
- Compliance on the Project

**Session 3: August 20 | 5:30 p.m.**

### Financial Support & Resources

- Navigating Prequalification
- Access to Capital
- Bonding & Insurance

**Session 4: August 27 | 5:30 p.m.**

### Contract Decision-Makers

- Expert Panel on Keys to Success
- Connect with Prime Contractors & Subcontractors
- Program Graduation

### Location

Los Angeles Cleantech Incubator  
525 S. Hewitt Street  
Los Angeles CA 90013

- Parking is provided
- Dinner provided for attendees

### Registration Form

<https://tinyurl.com/PCLBootcamp2024>