

FIND THE **LOST DOLLARS**

THE 3 STEPS

To Find The Lost Dollars In Your A&E Firm



AEC
BUSINESS SOLUTIONS

www.AECBusiness.com



HIT PROFIT
TARGETS



DEVELOP
FUTURE BUSINESS
LEADERS



TRANSFORM
PROCESSES &
SYSTEMS

Many A&E firms are leaking profits due to ineffective processes, non-integrated systems and a culture focused on technical excellence and not business success.

If not addressed, you will lose profits and frustrate employees.

THE BIGGEST PROBLEMS YOU WILL SEE ARE...

- Scope Creep
- Poor estimates
- Lost Opportunities
- Slow Cash Flow
- Damaged Client Relationships
- Project Budget Overruns
- Write-Offs
- Poor Employee & Client Retention

"The Find the Lost Dollars program was a phenomenal experience and we will continue to utilize this program for our up and coming as well as our experienced project managers (PMs). I give the Find the Lost Dollars program an A and highly recommend it to any A&E firm looking to provide business skills and teach best practices to their PMs and emerging leaders. From the changes we've implemented following the training program our firm quadrupled our competitive win rate and improved operational profitability from 9% in 2017 to 13% in 2018!"



Russ Sanford, Senior VP & Chief Marketing Officer, Kleinschmidt

“Through our commitment to training all of our staff on the Find the Lost Dollars program, we have seen significant culture change with the project managers group in many areas including looking at project management as a value to the client, improving the way our budgets are prepared, defining a clear scope that addresses scope creep, increasing communication with the client, and realizing not all clients are good clients – we even fired one! And, in the year after completing our first round of training we saw our profits increase 4%!



Amber Adams, VP of Business Operations, QK

NINE AREAS A&E FIRMS LOSE PROFIT:



There's a faster, simpler, and more profitable way to grow your A&E firm... Guide your firm to greater profits using our simple 3-step program:

1



ASSESS

Quickly find out exactly where business processes, systems and training are failing your employees and costing you money.

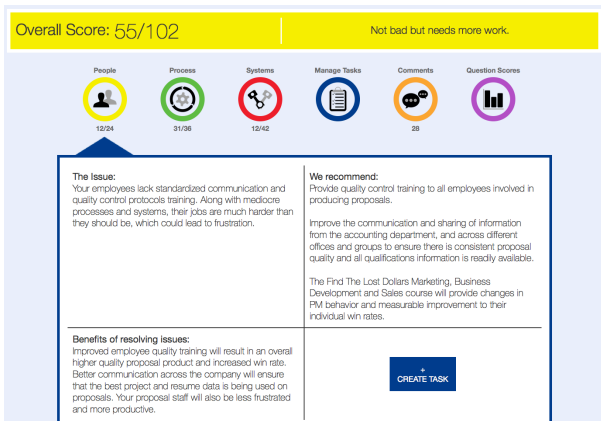
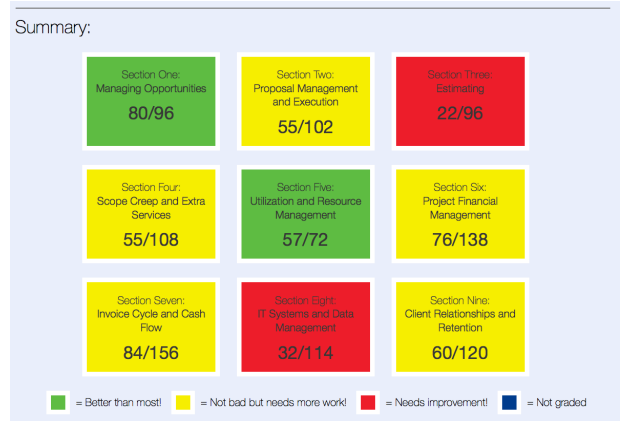
Don't guess what your employees are thinking.

Progressive A&E Firm Leaders ask their employees how to be better...

The Find the Lost Dollars Business Management Assessment tool will quickly give you the answers you need, and in the most cost-effective way.

The Find the Lost Dollars Business Management Assessment is a completely automated survey tool that probes the minds and opinions of your staff to instantly understand where bottlenecks, redundant systems, and time-wasting business practices are slowing down their work and keeping them from delivering profitable and successful projects.

It evaluates your employee's answers to 160 questions in 9 critical areas of your business.



For each of these areas you get scores and recommendations that break down the data by People, Process and Technology, giving you clear data of where your firm is strong, average, or possibly struggling. The data can be analyzed by groups to provide further insight into where there may be issues with offices, teams, business units or by role.

2



Progressive A&E Firm Leaders Invest in their Teams to be the Best in the Industry!

Your employees are your greatest asset and investing in them strategically can give your firm a competitive and recruiting advantage in the marketplace. Progressive A&E leaders that develop the best teams deliver better, faster and more profitable projects, and consistently retain and get more work from great clients.

Your employees did not learn how to be business leaders in college, and as a result, often “give away” your profits because they don’t know how to bring in business, ask clients for money or control project costs. By giving them business skills and empowering them to help your firm succeed, they will feel happier and want to stay with your firm longer.

Two-day bootcamps are a waste of time and traditional training does not change your employees’ mindset or behavior. What your employees do every day is what makes the difference between success and failure on projects. Most of their activities are driven by long-held habits that take ten weeks to change!

After working with thousands of A&E firms over 30 years, we have developed the leading educational program for growing progressive A&E firms to ensure their employees can excel in the business of design, engineering and environmental consulting.

The Find the Lost Dollars training program offers 10 online and group facilitated modules that get your employees to follow business best practices and have them searching and finding lost dollars in just ten weeks! We dive into the following subjects to ensure employees are prepared for the Design and Construction industry of the future!

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- **Culture Traps that Steal Your Profits**
 - **Nine Areas Where Firms Lose Money**
 - **Effective A&E Firm Financial Management**
 - **Marketing, Business Development and Sales Effectiveness**
 - **Contract Types, Project Costs and Estimating**
 - **Project Budgeting, Monitoring and Resource Management**
 - **Scope Creep and Extra Services**
 - **Time is Money**
 - **Cash is King**
 - **Managing Client Relationships**
-

Give your employees the edge they need to deliver top industry financial results and feel empowered to help your firm succeed!

3



CREATE

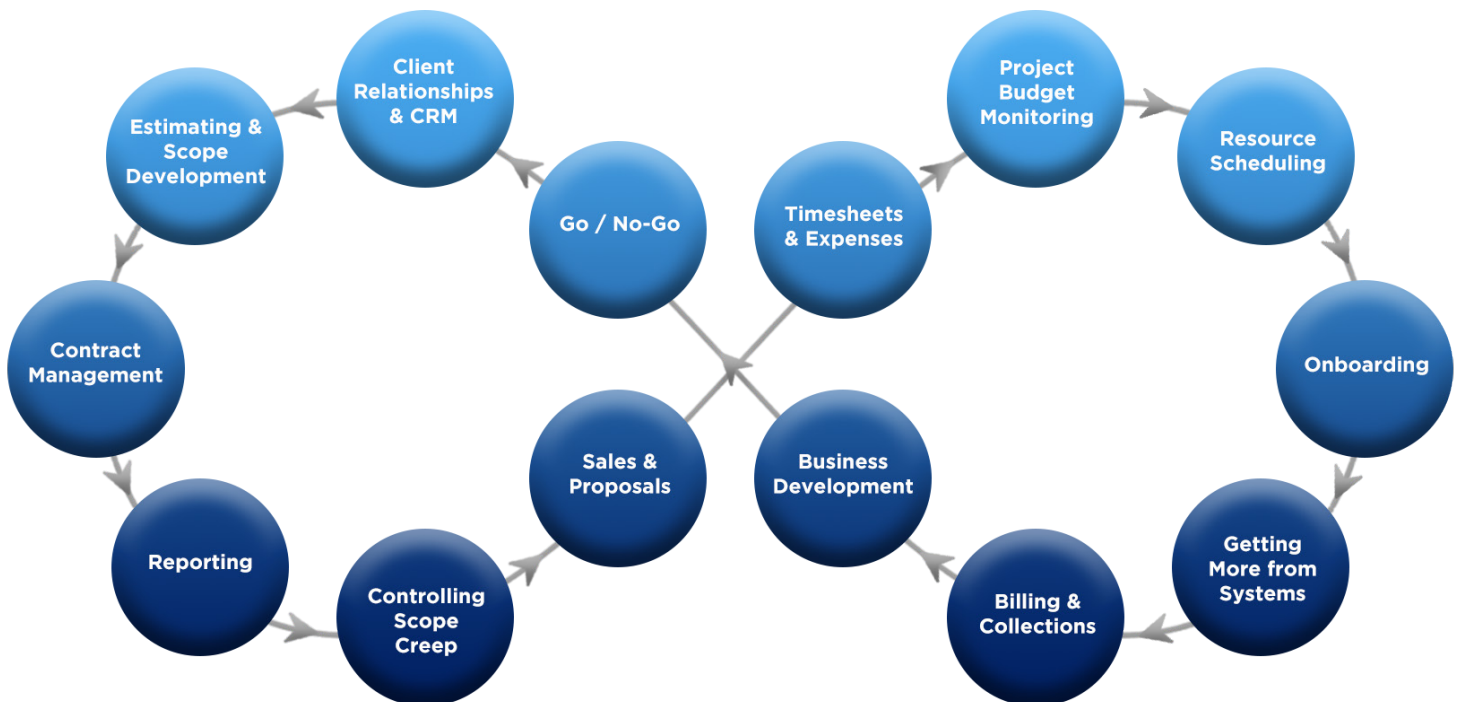
You Don't Have to Reinvent the Wheel – Better Processes Can be Easier to Implement!

Business best practices should be designed to help employees perform at their best with as little manual processes and time-wasting effort as possible.

Unfortunately, many firms have inconsistent or non-existing processes that actually impede employee performance and quality project delivery. We believe it should be easy for employees to do a great job and perform at their highest potential!

We help you develop streamlined business best practices that ensure employee success and make their jobs easier so they will be more productive and happy in their jobs.

We help you evaluate and develop better ways of running your business to maximize employee efficiency and high profits in the following areas:



Did You Know...

According to firms surveyed in the 2019 Deltek Clarity Architecture & Engineering Industry Study:



48%

are faced with the challenge of Increasing Profitability



52%

need Improved Business Processes



37%

acknowledge need for improved Financial Knowledge/Savvy of Project Leaders



51%

want to Train Project Managers on Financial Management

Is this you?

Why Our Clients Call US For Help...

1. We're leaking profits and not hitting targets
2. We have PMs and leaders that need strong financial and business skills
3. We're growing and need better processes and systems
4. We have inconsistency and silos and want to do things as "One Company"
5. I am a progressive leader and want to modernize our firm

"We put a team through the Find the Lost Dollars program in early 2019 and now all of us constantly use common language of "Finding the Lost Dollars" when we discuss financial terms related to projects, as well as company expenses and purchases. We are implementing a lot of changes in our business processes and implementing best practices including not being afraid to charge our clients fair prices and addressing issues on projects more aggressively and standing up for our position. One of the biggest results of the training we've seen so far is that our project managers understand that our financial success, which relates to their financial success, relies on project financial outcomes!"



Jeff Henson, VP of Operations, Banning Engineering

The Most Successful Firms Create a **Profitable Culture...**

