



**AWI Professional Development Seminars**  
**Hosted by the Empire State Chapter**

## Register Today for a Profitable Tomorrow!

How strong is your foundation? Build it up by having your employees attend the **2010 Summer Professional Development Seminars!** AWI is now offering 2 can't miss **learning opportunities custom made for woodwork manufacturers.** Participants will be certain to improve their skills, increase efficiency, refresh their minds and recharge their batteries.

Registration includes all utilized materials, (including notebooks & electronic files) morning coffee, lunch, and afternoon snack. Seats are limited and will be assigned on a first come first serve basis

### Education Offerings

**July 30th, 2010**

**8:00 am – 5:00 pm**

#### **Fundamentals of Estimating**

This Basic program is designed to help you calculate your "break even" and to introduce attendees to the AWI Cost Book. Do you know much it costs to put the key in the door and turn on the lights every day at your plant? Learn how to find out, AND how to put that fact to work for profitable jobs next week. After you get home from this program you will sleep better at night, knowing you can turn down unprofitable work and negotiate your margins with confidence.

**July 31<sup>st</sup>, 2010**

**8:00 am – 5:00 pm**

#### **Fundamentals of Project Management**

Basic one-day program designed for NEW project managers. Build a solid foundation for profitable projects. You will sharpen your basic management skills, learn what questions to ask, and take home powerful techniques. The informal format allows time for questions. Explore alternative solutions with your colleagues in the room. Hit the ground running as you take on your promotion to PM for your company.

### Need to Know Information

**Registration Deadline:** July 23<sup>rd</sup>, 2010  
(subject to availability)

**Cost:** \$250 per course

**Register Online:** [www.awinet.org](http://www.awinet.org)  
(select Summer 2010 Seminar)

**Location:** Marriott Albany  
189 Wolf Road  
Albany, NY 12205  
518-458-8444

**Reservations:** 800-443-8952

**Group Rate:** \$119 (subject to availability)

**Group Name:** Architectural Woodwork Institute

**For More Information:** [www.awinet.org](http://www.awinet.org)

**Questions:** Ilaria Buffalo  
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