

SPOTLIGHT SERIES

Featuring:

PERLO CONSTRUCTION

The SCC will have the opportunity to have the lead estimator and project manager all to ourselves to discuss how Perlo does business with their subs. Learn about the types of work they do, what they are looking at down the road, and how to build a relationship with them. Please join us and feel free to ask lots of questions.

Our Focus:

- How to bid to them and get results
- How they manage their projects
- Why we should want to be on their team
- What they are looking for in an SCC partner
- What kind of challenges they encounter with subs
- How to discuss their job with them before, during, and after the job
- How to build a real working relationship with the key people at Perlo

SPEAKERS:

- **Todd Duwe**, Vice President of Business Development
- **Broc Van Vleet**, Senior Estimator
- **Whitney Peterson**, Project Manager

REGISTER ONLINE AT WWW.AGC-OREGON.ORG

WEDNESDAY, NOVEMBER 17, 2021

7:00-9:00 AM

ZOOM WEBINAR



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