J·Knutson & Associates, Inc.

Business Management and Technology Day

Wednesday, December 08, 2010
Holiday Inn on McKnight / I-94
Saint Paul, Minnesota
Registration at 8:00 AM
9:00 AM—6:00 PM

Co-Sponsors >>

PLATINUM
Contractors Software Group
Maxwell Systems
Hellmuth & Johnson PLLC
Boyum & Barenscheer PLLP
AboutTime Technologies

GOLD
HCSS
LightEdge
Blue Tangerine Solutions
Brandspring Solutions LLC
The Builders Group
Eide Bailly LLP
Destiny-Homes
(Butch & Liz Sprenger)

SILVER
Profit Builder Network
Teuteberg Inc.

BRONZE
Eye4image
Bremer Bank

SPEAKERS
Pratt Homes
Home Builders Consulting Services
Commissioner: Dan McElroy (DEED)

www.jknutson.com

REGISTRATION FORMS:

Maxwell Customers >>

CSG Customers >>

Construction Professionals >>

Co-Sponsor Opportunities >>

Sales & Marketing

9:00 AM—9:45 AM
Pay-Per-Click Marketing 101 by Blue Tangerine Solutions >>

10:00 AM—10:45 AM
High Tech, High Touch, Higher Sales by Butch and Liz Sprenger of Destiny-Homes >>

11:00 AM—11:45 AM
Driving Website Leads: *How to be found on the Internet* by Brandspring Solutions LLC >>

1:00 PM—1:45 PM
Leveraging Social Media to Deliver More Customers and Greater Loyalty by Brandspring Solutions LLC >>

2:00 PM—2:45 PM
Web2Print2Mail by Teuteberg on behalf of J. Knutson and Associates, Inc. >>

3:00 PM—3:45 PM
Turn Your Prospects Into Sales by Jeff Knutson >>

Accounting & Financial

9:00 AM—9:45 AM
Financial Tools of the Trade: *Understanding what financial information you need to improve the management of your construction business* by Boyum & Barenscheer, PLLP >>

10:00 AM—10:45 AM
What to Measure and Why: The Importance of Metrics in the Construction Industry by Eide Bailly LLP >>

11:00 AM—11:45 AM
Self-Insurance: *A Powerful Alternative* by The Builders Group >>

1:00 PM—1:45 PM
Integrate Your Estimating with Your Job Cost Accounting by Jeff Knutson >>

2:00 PM—2:45 PM
Field Data Collection and Automation that Efficiently Integrates Directly with Your Job Cost Accounting System by About Time Technologies >>

3:00 PM—3:45 PM
Contractual Risk Transfer: Protecting yourself the smart way from those you do business with (including your employees) by Associated Financial Group>>

Contractors Software Group

9:00 AM—10:45 AM
CSG Year-End Class by Steve Mallory >>

11:00 AM—11:45 AM
CSG User Group Session I >>

1:00 PM—1:45 PM
CSG User Group Session II >>

2:00 PM—2:45 PM
The Necessity of Purchase Orders by Steve Mallory >>

3:00 PM—3:45 PM
The Fabulous Five by Steve Mallory >>

Business Management (Owners)

9:00 AM—9:45 AM
Employment Law Compliance in Project Management by Associated Financial Group >>

10:00 AM—10:45 AM
Cloud Computing: A Fundamental Change in How Businesses Adopt and Utilize Information Technology by LightEdge Solutions >>

11:00 AM—11:45 AM
Legal Issues with Technology *and Beyond* by Hellmuth & Johnson PLLC >>

1:00 PM—1:45 PM
Field Data Collection and Automation that Efficiently Integrates Directly with Your Job Cost Accounting System by About Time Technologies >>

2:00 PM—2:45 PM
Workplace Safety Training for the Focus Four Hazards by SMA Insurance >>

3:00 PM—3:45 PM
Business Transition: How Ready Are You? By Profit Builder Network >>

Estimating & Project Management

9:00 AM—9:45 AM
The Advantages of a Database Driven Estimating System by Karl Rajotte >>

10:00 AM—10:45 AM
Estimate Faster and Create More Accurate Proposals by Jeff Knutson >>

11:00 AM—11:45 AM
HeavyJob: How to Track Your Jobs Daily by HCSS >>

1:00 PM—1:45 PM
Estimating for Residential Contractors by Pratt Homes >>

2:00 PM—2:45 PM
Understanding and Utilizing Microsoft Project's Capabilities by Joe Pullen of Home Builder Consulting Services >>

3:00 PM—3:45 PM
Taking Your Safety Program into the 21st Century by HCSS >>

Maxwell Systems™

9:00 AM—10:45 AM
Maxwell Systems™ Management Suite™ Year-End Class by J. Knutson & Associates, Inc. >>

11:00 AM—11:45 AM
Maxwell Systems™ User Group Meeting >>

1:00 PM—1:45 PM
Managing Your Bid Process with Maxwell Systems™ Management Suite™ by Cindy Whitner >>

2:00 PM—2:45 PM
Managing Service Work Orders by Cindy Whitner >>

3:00 PM—3:45 PM
MaxService™ - Managing Paperwork for Field Technicians by Cindy Whitner >>

Lunch Buffet 12:00 PM—12:45 PM Featured Speaker: Commissioner, Dan McElroy (DEED).