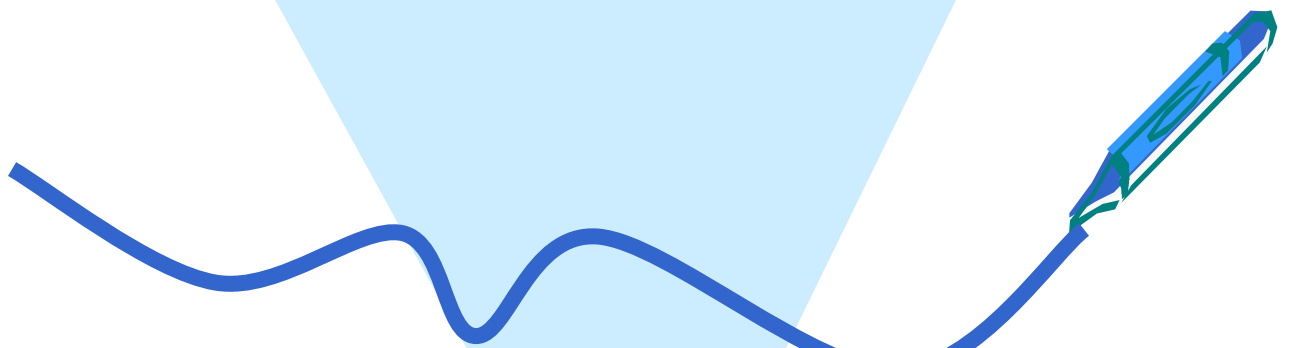


#100STRONG

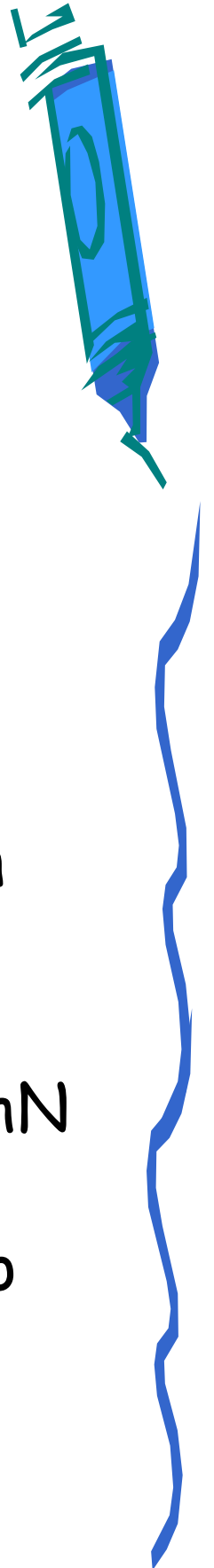
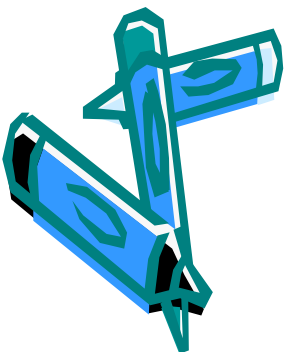
100Firms Building Sales to 1Million



powered by
Thomas E. Hardiman of LGC Corp

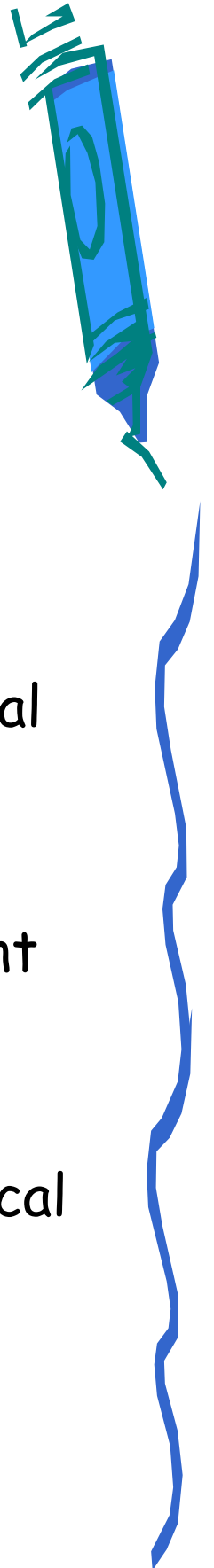
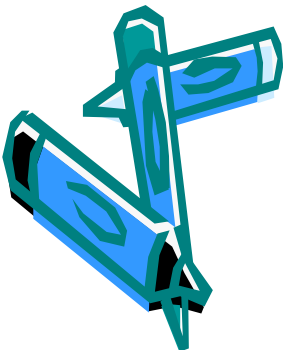
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- Reporting Document
- MentorCoachNetwork
- Platform App Certificate



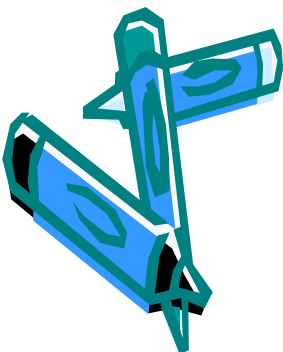
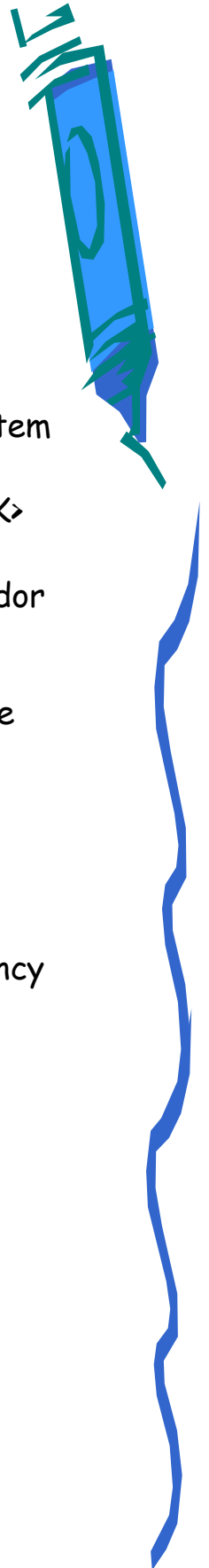
LOGIC MODEL

- Outreach (MBE Firms Metro Detroit)
- Intake (Business Formation Application)
- Pre-Assessment (12 Point Critical Business Analysis)
- Training (Capacity Building Program Initiative)
- Concurrent-Assessment (12 Point Critical Business Analysis)
- Sourcing (Member Services Providers)
- Post-Assessment (12 Point Critical Business Analysis)
- Completion (Capacity Built)



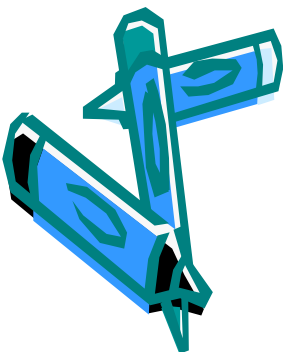
PRE-TEST

- Bidding
 - 100K< b. 100K> c. 500> d. 1mil
- Bonding
 - 100k< b. 100K> c. 500> d. 1mil
- Budgetting (cashflow management)
 - None b. Some c. Consultant d. System
- Borrowing (line of credit)
 - 25K b. 50K c. 100K< d. 100K>
- Branding (marketing & sales)
 - Cards b. Quals Pkg c. Websited. Vendor
Portals
- Brotherhood (union signatory)
 - Union b. Non-Union c. Majorityd. None
- Bonafide (minority certification)
 - Section3 b. MBE c. DBE d. 8a
- Business (strategic planning)
 - Plan b. No Plan c. Analysis d. None
- Bodies (talent management)
 - Identified b. Not c. Agency
d. Internal
- Bullshit (paperwork certified payroll)
 - System b. Non System c. Consultant
d. None
- Builder (licensed or certification)
 - Licensed b. Not c. Comm Only
d. Qualified Officer
- Bureau (fico 680> paydex 80>)
 - 700 FICO b. 600 FICO c. PAYDEX d. No
PAYDEX



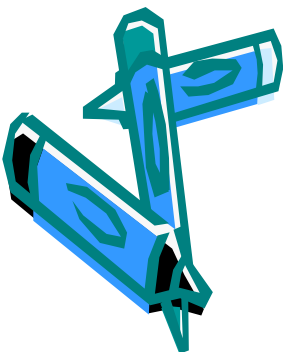
COURSE OUTLINE

- Bureau (fico 680> paydex 80>)
- Bidding (Software / Qualifications)
- Bonding (Bid, Performance, Payment)
- Budgetting (cashflow management)
- Borrowing (line of credit)
- Branding (marketing & sales)
- Brotherhood (union signatory)
- Bonafide (minority certification)
- Business (strategic planning)
- Bodies (talent management)
- Bullshit (paperwork certified payroll)
- Builder (licensed or certification)
- Bankruptcy (Dissolutionment)



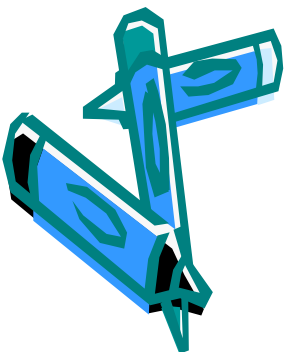
CONCURRENT TEST

- Bidding
 - 100K< b. 100K> c. 500> d. 1mil
- Bonding
 - 100k< b. 100K> c. 500> d. 1mil
- Budgetting (cashflow management)
 - None b. Some c. Consultant d. System
- Borrowing (line of credit)
 - 25K b. 50K c. 100K< d. 100K>
- Branding (marketing & sales)
 - Cards b. Quals Pkg c. Websited. Vendor
 Portals
- Brotherhood (union signatory)
 - Union b. Non-Union c. Majorityd. None
- Bonafide (minority certification)
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- Business (strategic planning)
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- Bodies (talent management)
 - Identified b. Not c. Agency d. Internal
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 - System b. Non System c. Consultant
 d. None
- Builder (licensed or certification)
 - Licensed b. Not c. Comm Only
 d. Qualified Officer
- Bureau (fico 680> paydex 80>)
 - 700 FICO b. 600 FICO c. PAYDEXd. No
 PAYDEX



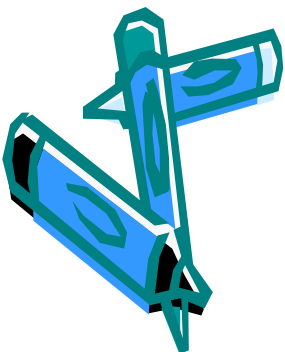
TRAINING

- MSHDA CAP
- Turner TCMU
- AGC Mentor/Protégé
- ICIC ICC
- SBA Thrive
- GS10KSB



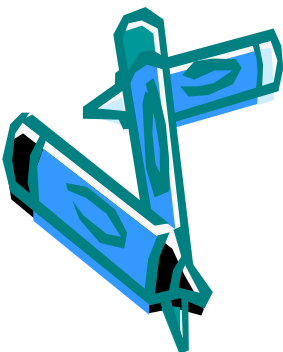
TOUCH POINT SCHEDULE

- Daily
- Weekly
- Monthly
- Quarterly
- Yearly

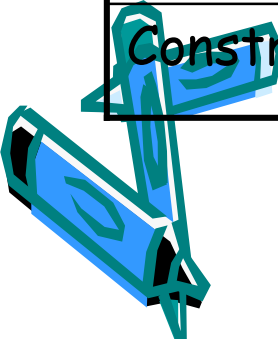
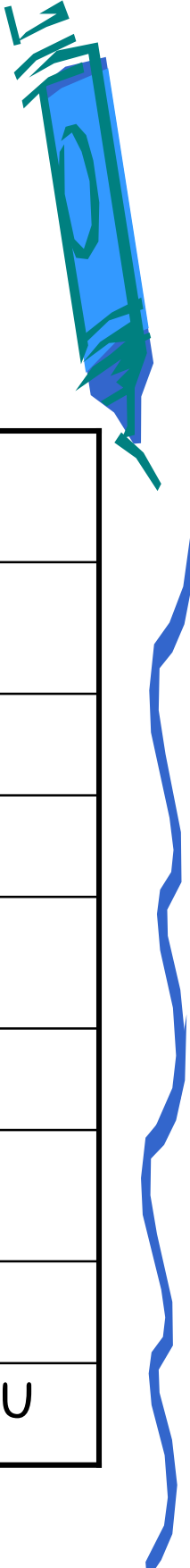


RESOURCE MATCHING

- Credit Guy
- Bond Guy
- Equipment Guy
- Supply Guy
- Compliance Guy
- Insurance Guy
- Accounter
- Lawyer
- Builder
- Engineer
- Inspector
- Surveyor
- Appraiser
- Adjuster
- Manager
- Mentor



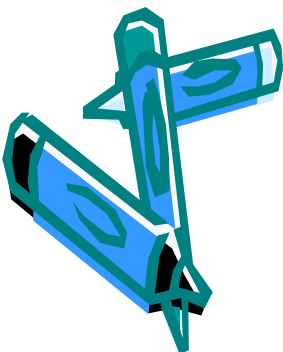
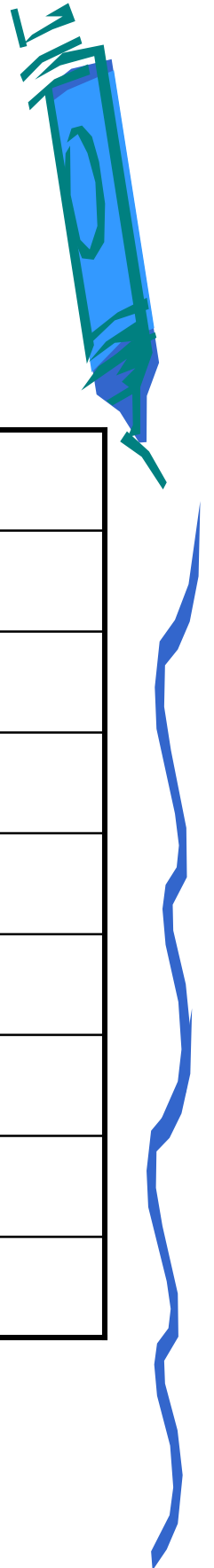
BOK Certification



Human Resources	SHRM	PHR SPHR
Project Management	APM	CPM
Estimation	ASPE	CPE
Engineering	NSPE	EIT PE
Architecture	AIA	AIA RA NCARB
Marketing	SMPS	CMP CSMP
Info. Tech.	ATMAE	Network Admin
Law	ABA	JD Atty
Construction	CMAA	Builder CMU

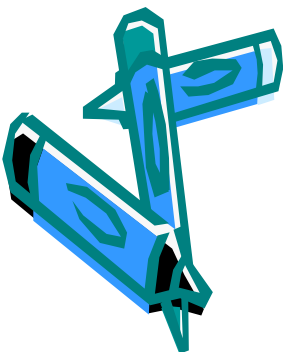
BOK Certification

Auditor	NACA	CCA
Management	CMAA	CCA
Administrator	CSI	CCCA
Compliance	ACCA	CCA
Inspector	ACIA	RCI
Constructor	AIC	CAC
Financial	CFMA	CCIFP



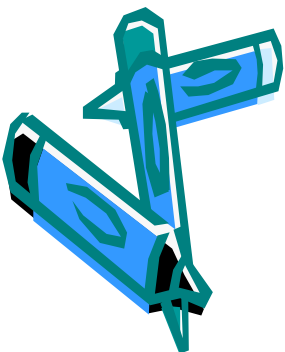
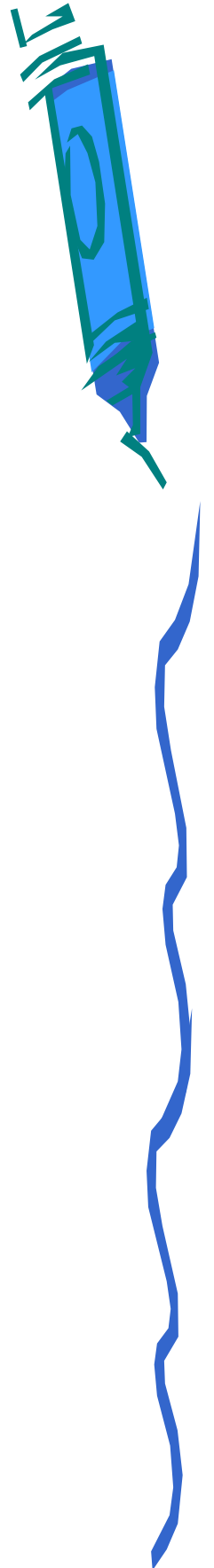
REPORTING DOCUMENT

- TBD...American Council on Education
- <https://www.acenet.edu/Pages/default.aspx>



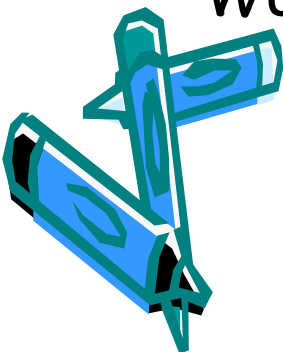
MENTOR COACH NETWORK

- SBA SCORE
- AGC STEMPEL
- SBMI
- ABBCC



Platform App Certificate

- **INSURANCE**
- Builder subrogation water loss TPA
- **ENERGY**
- Solar Heat Pump EV Insulation
- **HNIC**
- NLBN NPLN NHBA NMCA
- **203K**
- NAFHAC FHLB FCU NMMBA
- **INFRASTRUCTURE**
- Water Road Fiber Inno Belt



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