

ITI Business Development

Course Description

ITI Business Development was developed to help union sheet metal workers who are considering going into business for themselves, to prepare for the challenges involved in becoming union sheet metal contractor.

In this course participants will start by asking themselves some important questions: Am I ready to own my own business? Do I have what it takes? If I do this, what are the risks? What will be the rewards? Once they decide that they've got the skills, personality, and support to take on this exciting opportunity, they will learn about the many details they will need to address to get their businesses off the ground.

Because planning is an essential part of running a business or a project, ITI Business Development introduces participants to the tools they need to plan for successful business ownership from carefully choosing a business name, to hiring the right people, to bidding accurately, to keeping track of cash flow. This program will give the participant a jump-start on writing a comprehensive business plan along with exposure to essential marketing and financing strategies used in today's construction market.

This program is offered in 3 Phases

Phase 1

This phase will consist of 9 sessions. Each session will follow the same agenda as follows:

- Self-Study
- Live interactive virtual classroom
- Deliverables (narratives)

Participants should be able to meet these goals with approximately 6 to 7 hours of effort.

Phase 2

This phase will consist of 8 sessions. Each session will follow the same agenda as Phase 1 with a focus on the following:

- Legal
- Financial (costing and budgeting)
- Labor
- Insurance and Bonding
- Sales

Phase 3

This Phase will be the time for participants to use the SBA (Small Business Association) or other Professional Organizations in order to use the insight and knowledge, attained in the previous phases, and build their Business Plan

Suggested Computer Equipment for Participation in Distance Learning Courses:

- Desktop Computer MAC or PC. (While this course is viewable on a mobile device, it is optimized for Desktop viewing. Tablets and smartphones are discouraged)

- An internet connection – broadband wired or wireless.
- Modern internet browser (The latest version of Chrome or Firefox are preferred.)
- Audio/Video:
 - Speakers and a microphone – built-in or USB plug-in or wireless Bluetooth (headset is preferred)

NOTE: The built-in mic and speakers on your computer or mobile device might not pick up your audio as clearly as a headset, because built-in microphones on your computer or webcam can pick up other noise and cause an echo. We recommend using a headset plugged into your computer, or headphones with a mic plugged into your mobile device.

- Optional webcam for video – built-in or USB plug-in (needed ONLY if you want to be seen in our virtual classroom)

Choose the link below to register for this course:

<https://www.sheetmetal-iti.org/business-development>

Any questions or problems with registration please contact Aldo Zambetti at:
azambetti@sheetmetal-iti.org