

RFQ & RFP STRATEGIES FOR SUCCESS

Learning from your own mistakes is EXPERIENCE: Learning from the mistakes of others is WISDOM. Come and experience both the experience and wisdom of your trainer.



DEBBIE HICKS AND HER ROCKSTAR TEAM OF TRAINERS



MARK SCHARF
Project Owner



TERRY DANELLEY
Consultant



BILL CHOMIK
Consultant



BOB HILDENBRANDT
Contractor



AMY SPARK
Consultant

ABOUT US WHO WE ARE

Three trainers (Project Owner, Consultant and Contractor) and a proposal expert will share their perspectives and decades of expertise during a three half-day virtually led session.

Our objective is to create an environment focused on live feedback and exchanges with our audiences. This session aims to cater to the needs of Project Owners, Consultants, and Contractor/Sub-Contractor in the construction industry. A successful proposal strategy can enhance the reputation of Project Owners, Consultants, and Contractor/Sub-Contractor in the construction industry.

IF YOU ARE A PROJECT OWNER, CONSULTANT OR CONTRACTOR/SUB-CONTRACTOR, WHY IS THIS COURSE FOR YOU?



FOCUSED RFQ AND RFP DISCUSSION

Emphasis on the role of the Project Owner, Consultant and Contractor/Sub-Contractor in the proposal process. Unique insight and discussion as to how each party plays a role in the process and can contribute to the success of the RFQ/RFP proposal.



REAL WORLD EXAMPLES OF SUCCESSFUL STRATEGIES THAT “GOT THE JOB”

Focused material and exercises highlighting important proposal objectives for the Project Owner, Consultant and Contractor/Sub-Contractor.

All groups will benefit from the real time preparation of an RFP response, the interview and feedback from industry experts.



RELEVANT EXPERIENCED MEMBERS AND TEAM

This workshop moves beyond that one-way exchange to allow you to apply what you have learned and provides the opportunity for participants to ask questions and tap into the extensive real-life experience and expertise of the diversity of our accomplished team members.

THIS COURSE IS A GREAT RESOURCE TO LEARN HOW TO STAND OUT AMONGST OTHER COMPETITORS TO HAVE SUCCESSFUL RFP PACKAGES. THE TRAINING TEAM ARE VERY INSIGHTFUL AND COME WITH A WEALTH OF KNOWLEDGE.”

– MARK CRAMM

“FAST-PACED, HIGHLY INTERACTIVE SESSION THAT PUTS YOU IN THE HOT SEAT TO DEVELOP AND DELIVER A BUSINESS PROPOSAL WITH YOUR PEERS. FANTASTIC EXAMPLE OF LEARNING-BY-DOING.”

– DEREK STERKENBURG