

General Contractor Solutions: Built Through Experience

MANAGEMENT ADVISORY | EXECUTIVE COACHING | TRAINING

We provide a unique perspective for General Contractors wanting to take their company to the next level of success. Whether you are a billion dollar company or an emerging contractor, our hands-on approach begins with a top-to-bottom assessment of your current business practices to develop a clear and accountable roadmap towards the next level of success.

- *A clear plan for your future whether its strengthening your existing organization or planning for growth*
- *Learn how to leverage resources so you can focus on the big picture*
- *Discover how to improve Estimating, Business Development and other parts of your company that need refinement*
- *Minimize your risk by developing the right talent and feel confident you've delegated to the right team*

**OUR SIMPLE
GUARANTEE**
★★★★★

If you are not satisfied with the quality of the work, you are not obligated to pay.

A Hands-On Approach

PH: (916) 912-4200 | www.dbrownmanagement.com



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MANAGEMENT

SERVICE OVERVIEW

A custom program will be developed combining key areas of work to address your company's specific needs. From what's outlined below, we will create a clear and accountable roadmap identifying deliverables, schedule, defined cost and most importantly identifying specific goals, milestones and expectations.



PLANNING FACILITATION

- Market Strategy
- Operational Strategies & Tactics
- Organizational Structure
- Leadership Succession
- Business Development Strategy
- Financial Management



OWNERSHIP

- Mergers & Acquisitions
- Family Owned Businesses
- Succession Planning
- Employee Ownership
- Exit Strategies
- Diversification



PROJECT DEVELOPMENT & DELIVERY

- Major Projects
- Joint Ventures
- Estimating
- International Projects
- Facilitating Integrated Project Delivery (IPD) Teams
- Obtaining Economic Development Incentives



TALENT DEVELOPMENT

- Recruitment
- Interview Process
- Employee Retention
- Culture
- Training
- Compensation
- Employee Reviews



EXECUTIVE LEADERSHIP

- Senior Leadership
- Emerging Leaders
- Business Developers
- Division Managers



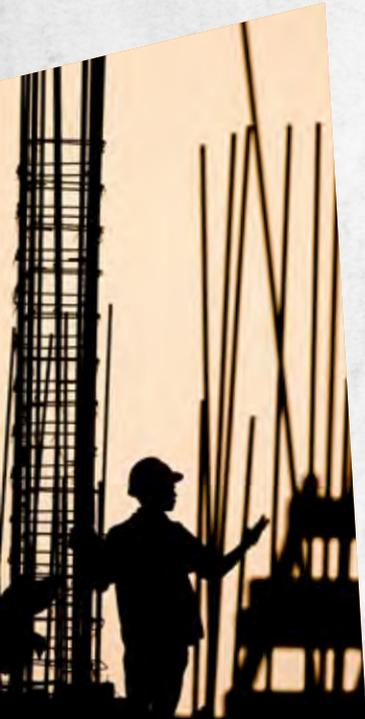
TAILORED TRAINING PROGRAMS

- Advanced Business Development Strategies and Tactics
- Construction Management at Risk Training
- Designing Winning Presentations
- Presentation Training & Coaching



D. BROWN
MANAGEMENT

Working with D. Brown Management is like having a team of very well-rounded executives working closely with you to solve a variety of business problems on an as-needed basis.



SCHEDULE A CONSULTATION

"We know that business is not a one-size fits all, so we like to start with a simple conversation so both parties can learn about each other with no obligation."

- Raymond Braswell



CONTACT:

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Raymond Braswell

Senior Consultant

D. Brown Management

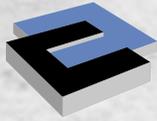
Nothing will have a more dramatic and positive impact than aligning yourself with the right team. Your consultant needs to be someone who understands and has experienced the same challenges you face in growing a construction company.

Raymond Braswell began as an architect but moved into the construction side of the industry early in his career. Over a 20 year period he was President of two construction companies. The first was a \$20 million firm which he grew to over \$400 million through securing clients such as Marriott and Disney Development Company. The second firm was a \$60 million firm which he grew to over \$900 million in annual volume including the construction of a \$285 million casino constructed in 14 months.

He continues to consult Real Estate Developers by interviewing and selecting Architects and Contractors for their projects. In this way, he has an understanding of the needs of an Owner/Developer and how the Contractor needs to position themselves in order to attract new business.

Raymond's unique perspective from his experience in architecture, construction and development can be an invaluable resource in assisting your company.





D. BROWN
MANAGEMENT

Full Service Industry Consultants

HELPING CONTRACTORS GROW PROFITABLY



D. BROWN MANAGEMENT helps contractors grow profitably. We believe the construction industry is an integral part of the backbone of our country and we exist to help contractors build stronger businesses for the next generation.

We use a hands-on approach to help our clients to integrate strategy, work acquisition, operations, technology, talent development and financial management. With D. Brown Management, organizations will improve processes, productivity, and ultimately profitability.

Everyone on our team has deep experience in the construction industry including many coming from senior leadership positions at ENR Top 400/600 sized contractors.



SOLUTIONS

- Management Advisory
- Assessment to Road map
- Training Workshops
- Peer Groups
- Special Projects
- Agile Development



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OUR LOCATIONS | NORTHERN CA • SEATTLE WA • LAS VEGAS NV • ATLANTA GA