



Growing Your Company Business Development Tools

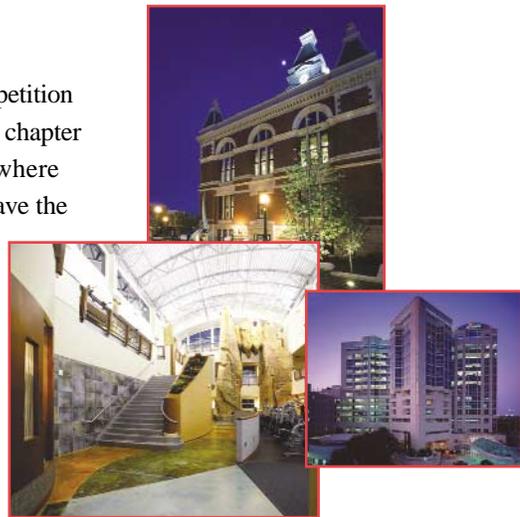
To stay competitive, contractors are looking for ways to improve productivity and profitability. ABC offers tools to help its members develop business and highlight company achievements and capabilities to potential clients.

Business Leads and Construction Referrals

Each week, hundreds of construction owners and contractors looking for subcontractors visit ABC's FindContractors.com website, which lists all ABC members and their areas of specialization. This resource matches the unique capabilities of ABC contractors with specific projects. The directory is one of the most visited areas of ABC's website and has led to numerous project awards for ABC members. No other construction association offers a similar program that actively finds work for its member companies.

Excellence in Construction and National Safety Awards

The Excellence in Construction Awards program is the premiere competition in the construction industry. ABC member companies that win at the chapter level are eligible to advance to the annual national competition, where winning entries receive the nationally recognized Eagle award and have the opportunity to showcase their outstanding construction projects in a variety of public relations efforts. ABC also sponsors the National Safety Excellence award program, which recognizes companies whose safety performance and programs are superior. Both Excellence in Construction and National Safety award winners are announced at the association's national convention and recognized in ABC's publications and through the news media.



Accredited Quality Contractor Recognition

ABC's Accredited Quality Contractor (AQC) program recognizes contractors that meet high standards in the areas of education and training, safety, employee benefits and community involvement. Contractors that achieve AQC status can show prospective clients that they have demonstrated a high level of corporate responsibility to their employees, their clients and their communities. In addition to a handsome wall plaque, AQC contractors receive public relations assistance from the national office to promote their achievement. ABC also runs advertisements promoting AQC contractors in national publications such as *Engineering News-Record*.

Member Networking

Many ABC members make important industry contacts by participating in events sponsored by ABC at both the national and chapter levels. These activities open the door to long-lasting relationships with like-minded professionals.

- Chapter meetings and social events
- National meetings and activities
- Seminars and other educational programs
- Peer group networks
- Volunteer leadership

ABCares

ABC members are committed to serving their communities and the people who live in them. ABC documents the community service projects completed by both ABC chapters and contractor members through the ABCares program.