

Government Construction Experts

Advanced Training with Doug Reitmeyer



What Others Say About the Advanced Federal Construction Training Workshop

“The \$100,000 Letter alone is worth probably \$100K per year” – Gene Hartley
[see www.100KLetter.com] David Snodgrass and Kevin Johnson completed the May Workshop. Here are their responses to the questions that Eric Morris sent them:

From: Eric Morris [<mailto:ebm@ebmorrisgc.com>]

To: David Snodgrass, Snodgrass Construction

Subject: Doug Reitmeyer / Federal Contracting

Your name was given to me by Doug Reitmeyer as an attendee of his last Workshop. If you could take just a minute and give me some feedback I would appreciate it. We are considering attending the upcoming Workshop in June. If you could let me know the following:

1. How would you rate the value of the Workshop, based on the cost?

DAVID'S RESPONSE: There's no doubt it is expensive - he's got over 30 years experience to relate. I've been doing local construction for over 30 years and wanted to have an understanding on doing more work regionally, say within 250 mile radius from our base. Now I've got more tools to work with and a better understanding of how to work with Contracting Officers. Doug's processes are good, and he illustrates ways to get other people to attend the site visits, how to negotiate with out of town subcontractors and build more contacts.

2. Was Federal Contracting already a part of your business plan? If so what % of your business (estimated)?

DAVID'S RESPONSE: Our base of operation is just outside the Base at McConnell AFB - Wichita Kansas. We've been doing work there for over 50 years, 30 of them I've been managing personally. We work with the Corp of Engineers, the Air Force and the Kansas Air National Guard. I've had JOC, MATOC type contracts for the past 20 years consecutively. So I know quite a bit about this 1 location. I wanted to contrast my experience with Doug's and I was impressed. He's done work at an entirely different level, nationally. He's done work few others have even attempted, except for some of the Halliburton's, Raytheon's etc. He is a straight shooter, he will tell you that he's learned some lessons the hard way, which would be typical for a take charge kind of guy.

3. Do you feel like this Workshop gave you the tools you need to immediately develop a game plan and begin bidding federal projects?

DAVID'S RESPONSE: Doug is fully committed to make his Workshop group succeed. He cannot replicate his experience for us, but I believe he will help each of us develop our own plan. I left with a better game plan, I left with tools at his website that I would never have taken the time to develop (let alone the resources and \$ he has spent). I left with 3 guys on my team that will help me continue to work on our plan, and help to ensure that we follow through with it. In the end it's up to us, but **I feel more confident about going forward.**

4. If you were already doing a significant amount of federal work, do you feel this Workshop changed the way you will do future business?

DAVID'S RESPONSE: There are a number of processes that Doug demonstrates and shows on his Power Point presentation that will give you more options. We were in a conference room for 10 - 12 hours each day. We left with a lot of data, information. He is a story teller, he relates well with others, and has a lot to say. But if you go with a good attitude, you can learn a heck of lot, and maybe save yourself from some embarrassment and make your projects a little more profitable. Good luck, David Snodgrass

Any other comments or feedback would be greatly appreciated! Thanks for your time Eric Morris, E.B. Morris General Contractors, Inc. 7011 Business Park Blvd., N. Jacksonville, FL 32256 Ph. 904-998-9281 x 105 Fax. 904-998-9584 e-mail: ebm@ebmorrisgc.com www.ebmorrisgc.com

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From: Eric Morris [<mailto:ebm@ebmorrisgc.com>]
To: Kevin Johnson (www.kjohnsonconst.com)
Subject: Doug Reitmeyer / Federal Contracting

Your name was given to me by Doug Reitmeyer as an attendee of his last Workshop. If you could take just a minute and give me some feedback I would appreciate it. We are considering attending the upcoming Workshop in June. If you could let me know the following:

1. How would you rate the value of the Workshop, based on the cost?

KEVIN'S RESPONSE: 10:1 value

2. Was Federal Contracting already a part of your business plan? Yes If so what % of your business (estimated)

KEVIN'S RESPONSE: <2%

3. Do you feel like this Workshop gave you the tools you need to immediately develop a game plan and begin bidding federal projects?

KEVIN'S RESPONSE: Yes

4. If you were already doing a significant amount of federal work, do you feel this Workshop changed the way you will do future business? Any other comments or feedback would be greatly appreciated! Thanks for your time.

KEVIN'S RESPONSE: If you want to keep doing business as usual, I wouldn't spend the \$. If you come in with an open mind, it is worth your time & \$.

Eric Morris and his sister, Lona, subsequently attended the Workshop. Eric deemed the training to be "Infinitely" valuable (see his final review sheet attached).

Results: <http://www.GCExperts.com/testimonials>