

# ENRICH YOUR KNOWLEDGE & INDUSTRY RELATIONSHIPS

## JOIN AN IEC FORUM GROUP

### WHAT IS AN IEC FORUM GROUP?

IEC Forum Groups are open to electrical contractor principals as an exclusive IEC member benefit. Forums consist of 5-10 IEC member companies that meet regularly to discuss topics of business and personal interest. Members are from different geographic areas and have similar business profiles.

### WHO JOINS A FORUM?

Any company that believes it can benefit by learning and sharing with others is welcome to join a forum group. Typically, participation is reserved for company principals, but some forums allow members of a firm's senior management team to take part in the activities and discussions. Because members are from different geographical areas, IEC Forum Groups are beneficial and noncompetitive.

### HOW DO IEC FORUMS OPERATE?

IEC Forum Groups set their own rules and organize their own meetings. They typically meet a few times per year and often schedule meetings to coincide with IEC National conferences. In some cases, Forums include social activities in their meetings. Topics explored in IEC Forums may include tracking labor, field employee compensation, training programs and incentives, hiring policy, managing cash flow, and more.

Successful IEC Forum Groups result when the members freely and openly interact with each other and become a caring group. An atmosphere of trust and openness is critical for a forum to advance the goals of all its members. Forums are characterized by an extremely high level of personal respect among all members.

### IEC FORUMS ENGAGE MEMBERS TO:

- **ESTABLISH** a confidential, trustful environment for exchanging ideas, offering advice, and assisting with problem solving on both business and personal issues.
- **EXCHANGE** knowledge on best practices for jobsite safety, promoting apprenticeship and training, and more.
- **INTERACT** and discuss challenges and solutions with non-competing electrical contractors, providing an arena for personal growth, support, and networking.

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Forums provide an opportunity to share ideas, save money, obtain additional education through networking. We virtually have contacts all over the country that we can tap into for assistance. Through the IEC Forum program, I saved \$20,000 on just one job.

**TERRY COLE, HAMER ELECTRIC**

# IEC FORUM PROGRAM



INDEPENDENT  
ELECTRICAL  
CONTRACTORS

## CONTRACTOR DATA / COMPANY PROFILE

for principals of electrical contracting companies who wish to join an IEC Forum

DATE SUBMITTED: \_\_\_\_\_ CURRENT OR PREVIOUS FORUM GROUP MEMBERSHIP? ☐ YES ☐ NO

NAME: \_\_\_\_\_ AGE: \_\_\_\_\_ TITLE: \_\_\_\_\_

COMPANY: \_\_\_\_\_ ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_ CELL: \_\_\_\_\_

EMAIL: \_\_\_\_\_ WEBSITE: \_\_\_\_\_

YEAR COMPANY FOUNDED: \_\_\_\_\_ INDIVIDUAL YEARS WITH COMPANY: \_\_\_\_\_ YEARS IN CONSTRUCTION: \_\_\_\_\_

ORGANIZATION TYPE: ☐ CORPORATION ☐ PARTNERSHIP ☐ SOLE PROPRIETOR ☐ OTHER \_\_\_\_\_

NUMBER OF EMPLOYEES: OFFICE \_\_\_\_\_ FIELD ELECTRICAL \_\_\_\_\_ OTHER \_\_\_\_\_

VEHICLES: SERVICE \_\_\_\_\_ VAN/PICKUP \_\_\_\_\_ BUCKET \_\_\_\_\_ OTHER \_\_\_\_\_

SCOPE OF WORK %: INDUSTRIAL \_\_\_\_\_ COMMERCIAL \_\_\_\_\_ RESIDENTIAL \_\_\_\_\_ SERVICE \_\_\_\_\_ OTHER \_\_\_\_\_

SPECIALTIES: \_\_\_\_\_  
\_\_\_\_\_

DESCRIBE OWNERSHIP: \_\_\_\_\_  
\_\_\_\_\_

MARKET GEOGRAPHIC AREA: \_\_\_\_\_  
\_\_\_\_\_

ANNUAL SALES VOLUME: 2020 BUDGET \_\_\_\_\_ 2019 \_\_\_\_\_ 2018 \_\_\_\_\_ 2017 \_\_\_\_\_

PERCENTAGE NET PROFIT: 2020 BUDGET \_\_\_\_\_ 2019 \_\_\_\_\_ 2018 \_\_\_\_\_ 2017 \_\_\_\_\_

IEC CHAPTER: \_\_\_\_\_ PARTICIPATE IN IEC NATIONAL MEETINGS? ☐ YES ☐ NO

CHAPTER COMMITTEE OR BOARD MEMBER? ☐ YES ☐ NO IEC NATIONAL COMMITTEE OR BOARD MEMBER? ☐ YES ☐ NO

DO YOU OWN ANY OTHER BUSINESS? ☐ YES ☐ NO IF YES – TYPE OF BUSINESS? \_\_\_\_\_

HAVE YOU EVER BEEN CONVICTED OF A FELONY? ☐ YES ☐ NO HAVE YOU DECLARED BANKRUPTCY? ☐ YES ☐ NO

WHAT LICENSES DOES YOUR COMPANY HOLD OR ITS EMPLOYEES:

ELECTRICAL CONTRACTOR MASTERS LICENSE: STATE \_\_\_\_\_ CITY MUNICIPALITY \_\_\_\_\_

GENERAL CONTRACTOR/BUILDER LICENSE: STATE \_\_\_\_\_ CITY MUNICIPALITY \_\_\_\_\_

MECHANICAL/HVAC: STATE \_\_\_\_\_ CITY MUNICIPALITY \_\_\_\_\_

OTHER TRADE: \_\_\_\_\_ STATE \_\_\_\_\_ CITY MUNICIPALITY \_\_\_\_\_

OTHER LICENSES (ENGINEERING, CPA, LEED, NAPCEP, ARCHITECT, ETC.)  
\_\_\_\_\_  
\_\_\_\_\_

Send Completed Form To: Fax: 703-549-7448 | Email: [info@ieci.org](mailto:info@ieci.org)

# IEC FORUM PROGRAM



INDEPENDENT  
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CONTRACTORS

## CONTRACTOR DATA / COMPANY PROFILE

for principals of electrical contracting companies who wish to join an IEC Forum

LIST ASSOCIATIONS WHICH YOU CURRENTLY HOLD MEMBERSHIP:

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LIST EDUCATION AND DEGREES (HIGH SCHOOL DIPLOMA OR GED, BACHELOR'S, MASTER'S, DOCTORATE):

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LIST VOCATIONAL TRAINING AND EMPHASIS OF STUDY:

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WHY DO YOU WANT TO JOIN A FORUM GROUP?

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WHAT ARE YOUR STRENGTHS AND WHAT WILL YOU BRING TO THE GROUP?

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ARE YOU WILLING TO BE OPEN WITH THE GROUP ABOUT YOUR BUSINESS? OPEN MEANS HOLDING BACK NOTHING. FORUM GROUP MEMBERS SHARE EVERYTHING ABOUT THEIR BUSINESS: FINANCIALS, BUSINESS PRACTICES, BUSINESS STRUCTURE, BEST PRACTICES, ETC.? ☐ YES ☐ NO

ARE YOU WILLING TO MAKE THE INVESTMENT OF TIME AND MONEY TO BE AN ACTIVE PARTICIPANT IN THE GROUP? TYPICALLY GROUPS MEET 2 TO 3 TIMES PER YEAR. INVESTMENT INCLUDES TRAVEL COST, HOTELS, MEALS AND SHARING IN THE MEETING COST (REGARDLESS OF YOUR ATTENDANCE). ☐ YES ☐ NO

COMMENTS: 

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ANY OTHER INFORMATION THAT YOU WISH TO SHARE OR FEEL MAY PROVIDE A BETTER INSIGHT INTO YOURSELF AND YOUR BUSINESS:

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