

Turbo Leadership Systems

The **TURBO** **Charger**

Phone: 503.329.4519 · Email: turbo@turbols.com

LESSONS IN LEADERSHIP

Issue 917

\$300,000 On the Table

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Larry W. Dennis
President

Turbo Leadership Systems

"coast-to-coast"
503.329.4519
www.turbols.com
larry@turbols.com

Larry W. Dennis, Sr. is available for private, in-company leadership development programs.

Please contact Larry at 503-329-4519 or Larry@turbols.com for more information.



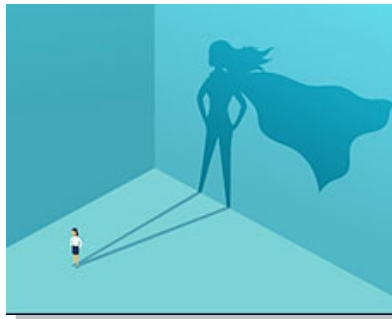
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What do you do when your bid is too low?

Emily, Project Manager for 3 Kings Environmental an excavation and demolition solutions company based in Vancouver, WA told Session 3A of the Leadership Development Lab™ (LDL):

"In July of this year, I submitted a bid on one of the largest abatement projects our firm has ever bid on. Our bid came in at \$1,545,000. When I saw the other bids had come in at \$1,890,000 and over \$2.6 million, I had a sinking feeling. I thought I must have missed something in the bid to come in that much lower.

"The project was scheduled for a start date of July 2022. This schedule was extremely aggressive and required that we hire additional labor to meet the demanding schedule. My entire crew was working on this project, as well as union laborers and apprentices.



"Asbestos abatement projects with a demolition component are rarely of this magnitude, and almost never with schedule performance expectations this high. I had my work cut out for me. Our crew and our company were subject to substantial risk and exposure.

Fast forward, the project was a success! We had exceptional communication and cooperation on the project. We worked well as a team and, as a result, our crew was exceedingly productive. Our production rates even surpassed my aggressive bid. We all learned a lot and we're better prepared for our next big, challenging project.

"The lesson I learned from this experience is to have more faith in myself, check my work but not to second guess myself.

"The action I call you to take is to carefully check your work, when needed ask for a second set of eyes, then stand firm in your trust in yourself.

"The benefit you will gain is the confidence to keep moving on even when the task before you is daunting. You will never become overwhelmed."

It's always easy when second guessing ourselves to think, "Who do you think you are?" or "What gave you the idea you could do that?" This kind of doubt, second guessing never helps us win, in fact, these doubts and fears only hold us back, cause you to give up, "throw in the towel." So the next time you feel like you have bitten off more than you can chew, recall, bring to mind, review the times in the past when you won! This will give you the renewed courage and faith to press on. You will win. You will "beat the bid."



"Stop second guessing yourself, start blessing yourself."

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