

# Infiltration Worksheet: Construction

Complex projects require additional multi-disciplinary expertise and human resources. Infiltrating these projects can lead you to a wealth of contacts and additional business opportunities.



## Phases of Construction: Each phase will have a new set of connections!

- Planning
- Finance
- Legal
- Procurement
- Design
- On-site Construction
- Commissioning and Handover
- Maintenance
- Demolition

*Learning about the different phases or stages of construction will help you uncover additional room nights!*

### Uncover Key Contacts

	Name	Email	Phone #
1 Architect	_____	_____	_____
2 Engineer	_____	_____	_____
3 Design Firm	_____	_____	_____
4 General Contractor	_____	_____	_____
5 Human Resources	_____	_____	_____
6 Superintendent	_____	_____	_____
7 Project Manager	_____	_____	_____
8 Subcontractor	_____	_____	_____
9 Plant/Site Manager	_____	_____	_____

## Speak to Your Client's Motives: Consider key amenities to make their lives easier.

- Safe and secure parking
- Coffee (early morning daily departures)
- Breakfast to-go bags
- Pre-packaged lunch bags
- Late night dinner and drink options (often return after normal happy hours)
- Laundry service
- Upgraded amenities (essential items: deodorant, body wash, etc.)