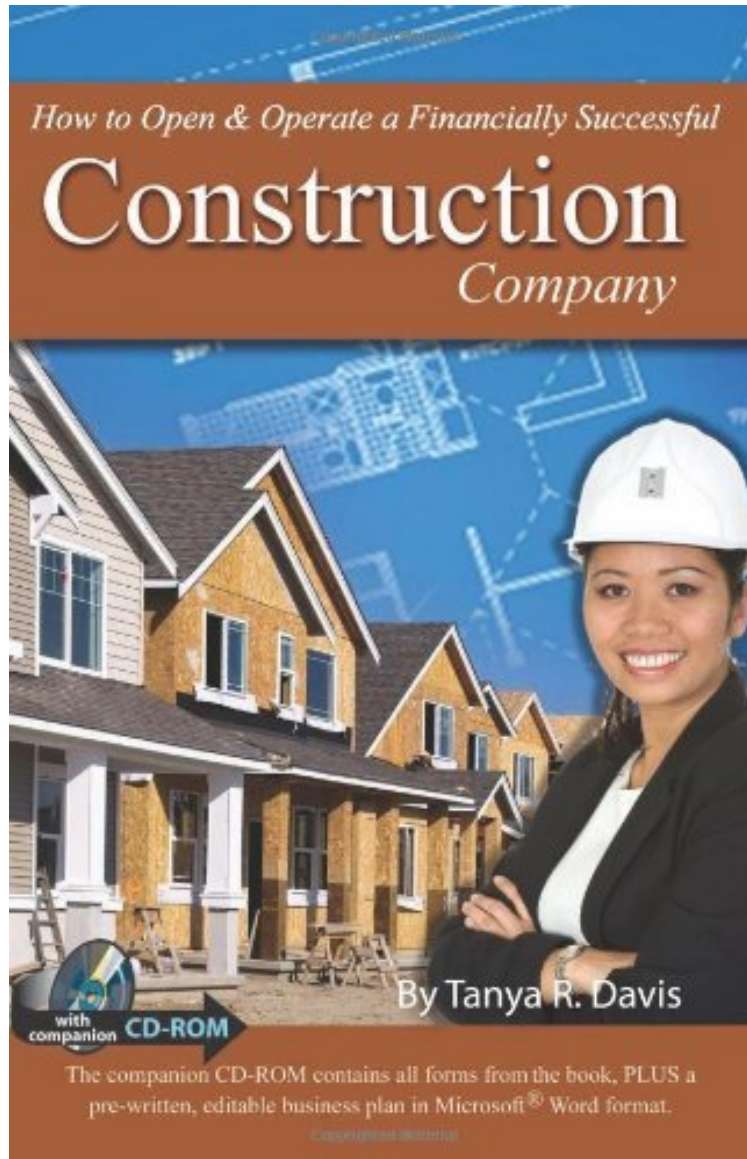


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How to Open Operate a Financially Successful Construction Company

Tanya R. Davis

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people found the following review helpful. Stop Searching!!!By Jennifer KnightSpending hours searching for a form or a contract online is not a new thing to someone running a construction business. Looking all over for laws and ordinances that pertain to different parts of running a business takes up so much time. Do you love to build, but get bogged down with the business side of the things? This book is a great time saver and has so many great tools to eliminate some of this frustration. How to Open and Operate a Financially Successful Construction Company contains tons of resources to help with those issues. It is filled with detailed explanations of legal documents and laws that new businesses come into contact with. One of the best parts of the book for me was the printable forms that I could use after I finished the book.How to Open and Operate a Financially Successful Construction Company, is a practical step by step guide, tells you everything you need to know when getting started. The book is filled with personal accounts from construction company owners as they began their new business. It is definitely worth the time and money. I am so glad that I sat down and gave it a shot. Written by people that have already become successful, it has practical advice to help make the job more profitable. It is easy to read and understand. The book lays everything out step by step from hiring firing, to bidding on a job and includes all of the forms and documents necessary to do it all. It has taken the business side of construction and made it manageable. Truly an enjoyable book!0 of 0 people found the following review helpful. An excellent resource for the construction industryBy Michedolene HoganIf there is any industry that could motivate a person to want to be in his or her own business it's the construction industry. My husband has worked construction for 25+ years and every job he gets it is a common frustration to have to tolerate negative impact of slacking project managers or even subcontractors. When you are the hired employee you don't necessarily have much choice in which you work with. As the owner it is entirely up to you.You know the industry in and out and you know it is profitable. You have finally decided to start your own construction business so that you can be in control and truly excel at what you do best. First thing you need to do is learn a little about what you are getting into. You understand construction and permits, but do you understand accounting and marketing?This book covers topics in these areas and more. With chapters devoted to each aspect of a construction business individually you get a greater understanding of what's ahead. The book includes many samples of the forms and contracts it discusses to help ensure a thorough understanding. It is even packed with resources to help you get started and maintain your business with direct contact information. It is written in a simple to understand layout with detailed explanations for things that may be unfamiliar.Although this book is geared towards owning and operating a successful construction business I would recommend it to anyone working in the industry. It has everything you need packed into one book, right at your fingertips. My overall rating is 5 stars.

Starting a construction company, even a small one, can be a very profitable venture. In good times and bad construction is an industry that will always be in demand, and construction is not an industry where technology will replace or undermine it. The construction field is growing rapidly. According to the Bureau of Labor Statistics, construction firms are expected to be one of the fastest growing business segments in the U.S. economy. There has never been a better time to start a construction company and get ahead of the competition. This new book is a comprehensive, detailed study of the practical side of starting and operating a construction firm. It will take you step by step through every aspect and prepare you with everything you need including sample business forms, leases, contracts; worksheets and checklists for planning, starting, and running day-to-day operations. You will get dozens of other valuable, timesaving tools of the trade that every entrepreneur should have. While providing detailed instruction and examples, the author help you find a location and business name that will bring success, take you through the process of drawing up a winning business plan (the Companion CD-ROM has the actual business plan you can use in MS Word TM), and teach you how to start and manage your construction company. You will find guidance on obtaining licenses and permits, drawing up contracts, hiring subcontractors, meeting governmental regulations, attracting new clients and referrals, applying for financing, tracking utilities, employing basic cost control systems, dealing with pricing issues, and staying ahead of the competition. You will avoid trial by error when setting up equipment layouts, meeting legal and IRS requirements, and tapping into the best sales and marketing techniques and pricing formulas. This book will even help you set up computer systems to save time and money, teach you how to hire and keep a qualified professional staff, use the best computer software, network with publishers and associations, do your own sales planning, customer service, keep your own books, compile monthly profit and loss statements, and prepare taxes. You will become adept at media planning, pricing, and public relations. You will be able to manage and train employees, motivate workers, generate high profile public relations and publicity, and learn low cost marketing ideas and low cost ways to satisfy customers and build sales. You will learn how to keep bringing customers back and build referrals the secret of continued success as well as getting thousands of great tips and useful guidelines. The manual delivers literally hundreds of innovative demonstrated ways to operate and streamline your business. Learn new ways to make your operation run smoother and increase performance, shut down waste, reduce costs, and increase profits. The secret of continued success as well as getting thousands of great tips and useful ideas. We also went the extra mile and spent an unprecedented amount of time researching, interviewing, e-mailing, and communicating with hundreds of today s most successful construction company executives. Aside from learning the basics you will be

privy to their secrets and proven successful ideas. Instruction is great, but advice from experts is even better, and the construction experts chronicled in this book are earning a great deal of money for their expertise.

About the Author Tanya Davis currently resides in East Tennessee, where her three Welsh Corgis graciously allow her to share their home.