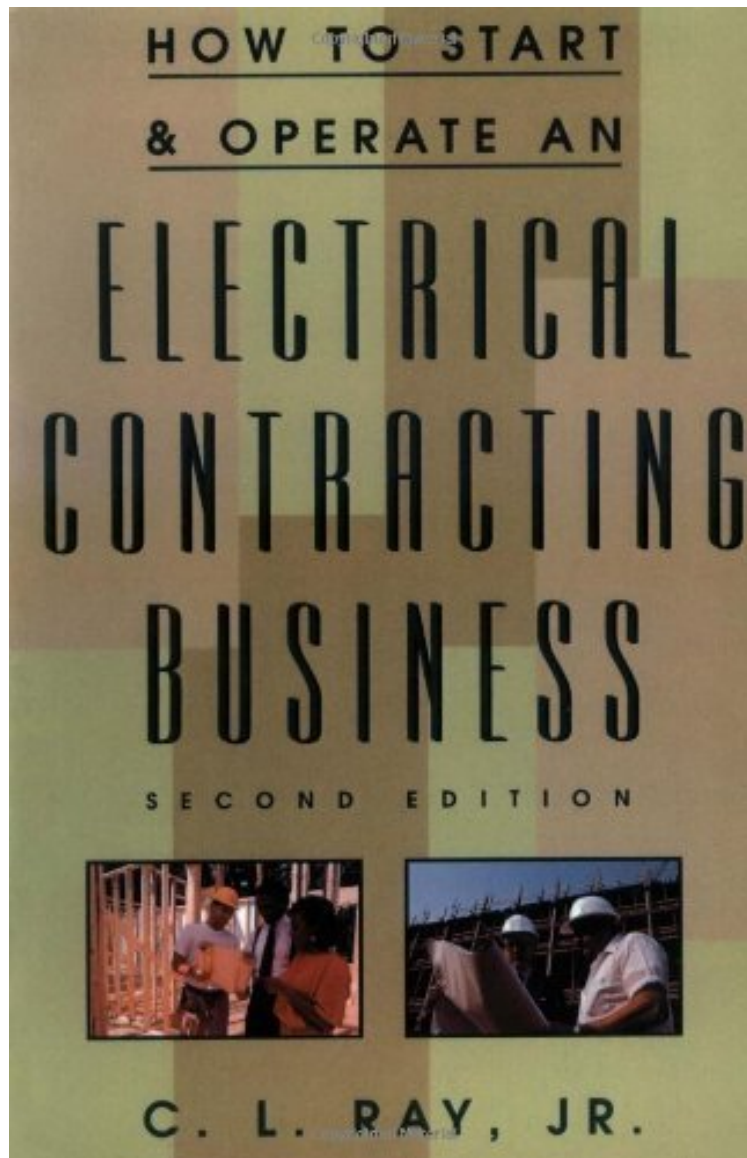


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How to Start and Operate an Electrical Contracting Business

Charles L. Ray

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Charles L. Ray : How to Start and Operate an Electrical Contracting Business before purchasing it in order to gauge whether or not it would be worth my time, and all praised How to Start and Operate an Electrical Contracting Business:

2 of 2 people found the following review helpful. Purchased for my son who is an electrical contractor. By Jerronious of Lake City, FLA little to much on the technical side. I was asked to be my son's business manager. His bid fail to take in a profit margin. He considers his hours and labor as his profit rather than an expense to the business. I hoped to be able to gain enough knowledge to help him be profitable but fair. 0 of 0 people found the following review helpful.

Three StarsBy Ursula Woelckenit was for my son, I sent it to him, so I cannot really give a fair review8 of 8 people found the following review helpful. Book is not any help.By John BThis book was not any help. It doesn't lay out how to do anything. A waste of money. You are much better off getting Markup Profit.

The first full-scale blueprint for starting and managing a successful electrical contracting business. Written by an expert, this practical manual covers everything from getting started and estimating jobs to managing financials and achieving profit goals. For an electrician starting a new business, or growing an established one, Charles Ray offers the right advice for a clear path to success. Writing in no-nonsense, easy-to-follow language, Ray presents an encouraging view of what it takes to start and operate a contracting business, and covers all the bases: estimating and bidding fundamentals; partnership pros and cons; market research and planning for the future; promoting new business; suretyship, underwriting, and bonded projects; communication skills. The expanded organization of the second edition reflects recent changes in the market, making this book the place to go before you get your business off the ground!