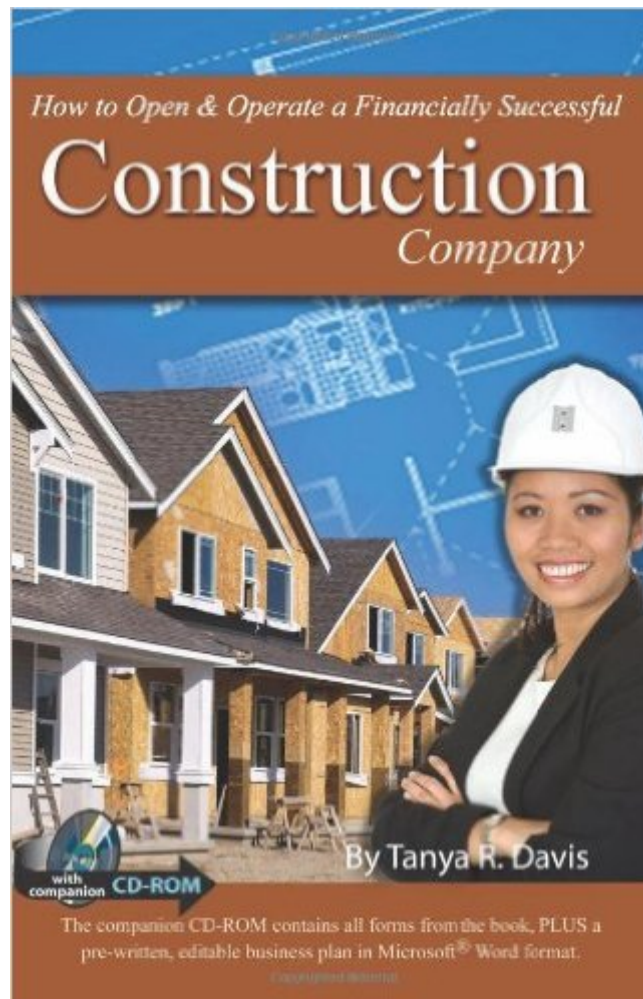


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# How To Open & Operate A Financially Successful Construction Company - With Companion CD-ROM



## Synopsis

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. 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 helps you find a location and business name that will bring success, takes you through the process of drawing up a winning business plan, 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 become skillful 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. 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. ^ ^ ^ The companion CD-ROM is included with the print version of this book; however is not available for download with the electronic version.^ It may be obtained separately by contacting Atlantic Publishing Group at [sales@atlantic-pub.com](mailto:sales@atlantic-pub.com) Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information,

real-world examples, and case studies with expert advice.Â Every book has resources, contact information, and web sites of the products or companies discussed. Â

## **Book Information**

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## **Customer Reviews**

Spending 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!

In the realm of "how-to" books, this stands out as one that drills into the reader the basic common sense necessities of starting almost any business and combines them with some valuable specifics about the particular challenges of being a building contractor. The construction industry is risky business and not for the faint of heart, so one of the earliest sections of the book is a questionnaire to determine if the reader "has what it takes" to make it in this business. If you fail that, you might as well not read any further. Overly well-organized (the table of contents alone is 15 pages!), this is definitely a useful primer for anyone who is toying with the idea of this career option. There are a number of especially useful tables in the book, like budget templates and project timelines, and the tone of the book is decidedly upbeat about the factors that make for success in this--and, frankly, almost any--business.

How to Open & Operate a Financially Successful Construction Company is a very detailed but simple to read book helpful to anyone building a construction business. The Table of Contents clearly lays out subjects and tasks for anything you might be looking for. The most valuable part of this book was its focus on market trends and how to manage your business in poor economic climates. Creating repeat business as an alternative to always working on new clients is something most people don't consider. The multiple forms included in the book such as the self assessments, prequalification forms and various checklists are easy to understand and could be re-used depending on the project you are working on. Everything from choosing a business name to building codes to consider, to payroll processes are discussed which is different from many books which usually either focus just on the business aspect or just on the building aspect, not on how one impacts the other. The book is set up to help any builder cut waste out of their business and ultimately improve profits. The financial details are always hard to sort through but the book broke them down into useable information. 4 out of 5 stars.

Starting even the smallest construction company can be most profitable: it's an industry always in demand, and unaffected by changing technology - and still is a rapidly growing field. That said, How to Open & Operate a Financially Successful Construction Company shows how to make the most of such a venture, covering all the basics on opening such a business, including sample business forms, discussions of leases and contracts, and more. Any considering starting their own construction firm needs these guidelines to avoid common pitfalls.

If you are looking to own your own construction business this is the perfect start up guide for you. In this book you will be guided through step by step how to determine if you will make a good business owner, where to begin on looking for information, and how to get started on your new business. This is a great all inclusive guide to building your own construction company from the ground floor up.

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