



How to Open & Operate a Financially Successful Construction Company

Tanya R. Davis

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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.

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