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DAVID GERSTEL

Running A Successful Construction Company Book

Craig Savage, Karen Mitchell



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Building a Successful Construction Company Paul Netscher, 2014-08-08 How you can make your construction company more profitable A must read before you price your next project Many construction companies fail despite the hard work and knowledge of their managers and owners Some companies even start well earning good profits building successful projects and the company grows only for it all to come crashing down often leaving a mountain of debts behind So why do construction companies fail Is it due to bad luck This book explores important aspects of managing a construction company that impact its success and profitability Obviously managers should have an understanding of running a business as well as the appropriate technical skills But it s usually more than this The chapters in this book focus on the importance of selecting the right project how to find projects tendering correctly winning the project delivering the project avoiding unnecessary costs increasing revenue financial and contractual controls managing the company the importance of good people growing the company and ensuring the company has a good reputation The chapters are set out in an easy to read format filled with practical tips which provide a step by step guide to growing profits remaining profitable and running a successful construction company

Running a Successful Construction Company David Gerstel, 2002-11-01 Are you a builder looking to transition your hands on skills into a successful construction company Running a Successful Construction Company by David Gerstel is your essential guide to navigating the complexities of running a construction business Drawing on decades of experience in both remodeling and new construction Gerstel demystifies the everyday challenges contractors face making it easier for you to thrive in the industry Whether you re just starting or looking to enhance your existing operations Running a Successful Construction Company is acknowledged as the leading resource in its field Equip yourself with the knowledge and skills necessary to take your construction business to the next level Key Features Comprehensive Insights Gain a deep understanding of the essential elements of running a construction business from finance and legal considerations to managing projects and client relationships Real World Solutions Written by a builder for builders this book addresses the unique challenges you ll encounter providing practical strategies and tips that you can implement immediately Visual Guidance Featuring 50 color photos and drawings the book offers visual aids to reinforce key concepts and inspire your business practices Proven Techniques Learn from the experiences of a highly respected and successful construction operator who has built a thriving business Gerstel shares his best practices for effective project management cost control and customer satisfaction

The Builder's Guide to Running a Successful Construction Company David Gerstel, 2002-10-10 Practical simple record keeping contracts bidding management for the small contractor Annotation copyrighted by Book News Inc Portland OR

Managing the Profitable Construction Business Thomas C. Schleifer, Kenneth T. Sullivan, John M. Murdough, 2014-02-21 Take control of your construction contracting business and manage it through the natural highs and lows of the construction market Learn from a team of construction business

veterans led by Thomas C Schleifer who is commonly referred to as a construction business turnaround expert due to the number of construction companies he has rescued from financial distress His financial acumen combined with his practical hands on experience has made him a sought after private consultant His experience and no nonsense philosophy have truly given him a unique perspective Important topics covered include Understanding the primary areas of construction business failure in the next decade Minimizing business risk with real world examples Developing a positive and competent management attitude and strategy Discover how to maneuver through this complicated and risky industry by using the authors research and proven success strategies to sustain and grow your business

Running a Successful Construction Company David U. Gerstel, 2002 A guide to running a construction company that provides tips and information on creating operating procedures improving worker skills using computers keeping the right forms and paperwork up to date competitive bidding and other topics

Successful Construction Project Management Paul Netscher, 2014 This book bridges the gap between the theoretical and practical and includes chapters on planning the project starting it scheduling running the projects completing it people materials equipment quality safety subcontractors contractual and financial These chapters are broken into multiple sections providing a step by step guide to successfully managing a construction project and including what not to do to avoid costly mistakes

COVER How to Open and Operate a Financially Successful Construction Company Tanya R. Davis, 2007 Book 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 The 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

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The Secrets to Construction Business Success Thomas C. Schleifer, Mounir El Asmar, 2021-12-10 With a daunting industry wide business failure rate construction professionals need to manage risk and finances as effectively as they manage projects and people The Secrets to Construction Business Success empowers contractors and other professionals to defy the long odds threatening their stability growth and very survival Drawing on the authors more than eight decades of combined experience turning around failing firms this book provides a masterclass in structuring managing and futureproofing a construction business Chapters on measuring and responding to dips in revenue equip executives to recognize and respond to the warning signs of financial distress while chapters on succession planning ensure that organizations survive their founders departures Sample documents and tools developed for the authors consulting practice offer field tested solutions to organizational structure forecasting and accounting challenges A steady source of guidance in an industry with few constants The Secrets to Construction Business Success makes an invaluable addition to any industry leader s library

Construction Company Management ABID. HASAN, Asheem Shrestha, Kumar Neeraj Jha, 2024-08 This book will give readers a detailed understanding of the critical aspects of running a successful construction company in today s complex regulatory economic and social environment

Construction Company Growth Strategy Wally Schallhorn, 2021-07-09 You will also need construction management software to manage the different processes that go with construction such as planning organizing and managing resources This software also gives you the ability to execute projects efficiently and thus increase profitability This book explores important aspects of managing a construction company that impacts its success and profitability Obviously managers should have an understanding of running a business as well as the appropriate technical skills But it s usually more than this The chapters in this book focus on the importance of selecting the right project how to find projects tendering correctly winning the project delivering the project avoiding unnecessary costs increasing revenue financial and contractual controls managing the company the importance of employing good people growing the company and ensuring the company has a good reputation

Quicken for Contractors Karen Mitchell, Jim Erwin, Craig Savage, 1998 This book disk set can turn a contractor s computer into a tireless timesaving office manager bookkeeper They contain step by step instructions for setting up a construction business using Quicken The

book and disk takes readers from setting up accounts and payroll to investment accounts and through the reporting process

Construction Business Management Nick B. Ganaway, 2006 A basic guide only this book is intended to provide the reader with general information about construction business management based on the author's personal experience As such it is not intended as a replacement for professional advice *A Practical Guide to Successful Construction Projects* Arent van Wassenae, 2017-04-21 Written by experienced and innovative projects lawyer Arent van Wassenae this book explains what the critical success factors are for construction projects to be completed on time within everyone's budget to the right quality with all stakeholders satisfied and without disputes In so doing van Wassenae discusses how such projects could be structured tendered for executed and completed and what legal and non legal mechanisms are available to achieve success in construction projects Using examples of real projects *A Practical Guide to Successful Construction Projects* provides tools for those in leading and managerial positions within the construction industry to change where necessary their usual operational methods into methods which are aimed at achieving project success Construction Forms & Contracts Craig Savage, Karen Mitchell, 1994 Donation No CD with book Mastering the Construction Startup Nick B. Ganaway, 2025-05-01 EQUIPS STARTUP CONTRACTORS WITH THE TOOLS TO BUILD RESILIENT INFRASTRUCTURE IN THE CONSTRUCTION INDUSTRY For construction professionals starting their businesses success depends on more than just skill and dedication *Mastering the Construction Startup* provides an essential master plan for creating the foundational infrastructure every contractor needs to achieve sustainable growth and upon which every strategic decision will be made Written by industry expert Nick B Ganaway this real world guide details how to strategically align people systems and processes with business goals to proactively address risks reduce errors and build lasting operational resilience Grounded in decades of general contracting experience and research each concise and accessible chapter breaks down the key components of sustainable success such as identifying elements of a solid legal and financial base establishing relationships with essential professionals and creating a culture that attracts and retains the best talent Throughout the book Ganaway often engaging directly with the reader offers expert insights on everything from the role of the contractor to elements of leadership to advantages of niche contracting *Mastering the Construction Startup* empowers contractors to set up their companies for success during the challenging early years and beyond Here is a small sample of the principles discussed Why your company's culture is critical to your success and how to ensure it will be what you want Billing procedures to follow to ensure that you get paid for your work Your essential need to hire the right lawyer and the right accountant for your business before your Day 1 Your personal guarantee its extreme risk for you and what to do when it is required The legal and financial consequences of improper business registration and professional licensing How to choose the form of business structure best suited to your company An essential checklist for startups and forms you can use The risks inherent in the Sole Proprietorship form of business The problems with partnerships and how to address them in advance *Mastering the Construction Startup* A Business

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Painter's Handbook William McElroy,1987 This complete guide explains what painters and paint contractors need to know to thrive in the paint contracting business It s loaded with how to information you ll use every day when preparing surfaces for coating applying paints bidding jobs and running your paint contracting company Doing Professional Quality Work Selecting the right tools preparing all types of surfaces Tips for repainting kitchens bathrooms cabinets eaves and porches handling new construction getting good results from your airless spray rig and much more Paint Problems and Their Cure Why coatings fail testing for blisters chalking poor adhesion and condensation removing all types of stains what to do about voids skips holidays pulls wrinkles color changes gloss spots streaks yellowing peeling alligating powdering chipping checking cracking fish eyes graining roller stipple water stains and fire damage Using the Right Paint and Color Avoiding paint oxidation chalking and fading creating special effects using stains varnishes lacquer shellac plastics preservatives and primers avoiding customer complaints about color match tried and true color schemes for every job cutting costs by mixing your own colors making touch ups blend in perfectly Setting Up Your Business Selecting your area and specialty where to get start up cash and how much you need protecting yourself with insurance controlling expenses staying legal getting top value for your advertising dollar typical budgets for paint contractors keeping your paperwork straight tracking job expenses Finding Your Gravy Train Over 30 profitable specialty painting businesses you shouldconsider how to sell the job estimating

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