

## **Building A Successful Construction Company Create A Strategy Organize Your Business Protect Your Bottom Line**

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.

Only 43 per cent of U.S. construction firms remain in business after four years. Why? Inadequate management, according to the U.S. Small Business Administration. This is surprising because most construction firms are formed by ambitious construction project managers, executives and tradesmen who have excelled at what they have been doing. But as experienced as these entrepreneurs may be, they are not likely prepared to take on the full range of responsibilities forced on them in managing the business of construction in its entirety. While this business failure rate and its causes are based on U.S. experience, available data from a number of other industrialized countries shows they are similar. This book describes in detail what the business side of the construction equation requires of the construction firm owner. The contractor who quickly learns these requirements can identify and avoid or manage around the pitfalls that cause the high failure rate in our industry and put his or her construction firm on a level playing field with the best-run companies in the business. The detailed duties of the owner, whether in the U.S., U.K., Australia or Canada, are a common theme throughout the book. The author, Nick Ganaway, speaks peer-to-peer, and the book is sprinkled with supporting examples from his own experience. He is immersed in the industry and this book is "based on the things I've learned, used, and refined as a light-commercial general contractor in the course of starting and operating my own construction firm for 25 years." The contractor doing \$5 million or \$50 million or more in annual sales or the equivalent amount in other countries, or the entrepreneur who is just starting up, can use the tried and proven material in this book to build a business that is profitable, enjoyable, and enduring. Additionally, the book devotes a chapter to specializing in chain-store construction. What are 12 steps to a successful construction project, what are habits that make a good project manager, can technology help your project, are you making errors pricing projects, can you avoid construction disputes, what are phrases we should use more often in construction, why are good client relations vital, how do you manage construction risks, how do you retain skilled employees, and who is responsible for winning new projects? These and many other questions are answered in Paul Netscher's latest book, which includes information from more than fifty articles he published on various websites. These articles have been read by thousands from around the world, many of whom added comments, several of which have been included in this book, together with additional information. This book is filled with practical ideas, tips and insights gained from Paul's 30 years of construction experience. They could provide the key to completing your project safely, profitably, on time, with the required quality,

## Online Library Building A Successful Construction Company Create A Strategy Organize Your Business Protect Your Bottom Line

and, with a happy client. Paul's laid-back writing style makes the book easy to read. Comments on Paul's articles include; "thank you Paul Netscher for sharing this," and, "great article Paul! You did an excellent job of expanding the perspective by asking the right questions." Paul Netscher's other books include: 'Successful Construction Project Management: The Practical Guide', which is a prescribed text at some universities, 'Building a Successful Construction Guide: The Practical Guide' and 'Construction Claims: A Short Guide for Contractors'.

George Hedley owns a \$50 million construction and real estate development business as well as HARDHAT Presentations. Over the last five years, as a much-requested popular professional speaker, George speaks 50 times per year to business audiences, conventions, associations and at company meetings. As many as 25,000 people see him present keynote speeches or seminars every year. George is based in Costa Mesa, Calif.

Proven business strategies for operating a profitable and efficient construction firm Written by a successful management researcher, advisor, and educator to construction contractors, The Construction MBA reveals effective operating practices for managing the multiple processes that must work simultaneously to make a construction firm consistently profitable. The methods in the book apply to both general and specialty contracting firms and describe how to grow both the top line and bottom line. This strategic resource explains how to integrate metrics into your business model that allow you to identify and react to critical trends. You'll learn ways to gain the competitive edge by adopting superior processes, speeding up your business cycle, and maximizing client satisfaction. Tips for positioning your firm on the "sweet spot" of the risk-reward curve are also included. Realworld case studies demonstrate the concepts presented in this practical guide. In addition, eight legendary management books are reviewed and their lessons are applied to the construction contracting business. The Construction MBA covers: The new business model Corporate objectives and strategies Work acquisition Operations management Human resources Financial management Technology Good operating practices

Whether a construction project turns out to be successful or not has a lot to do with the clarity of the client's objectives and how the client establishes and instils a culture throughout the project team. This book's focus is on defining and exploring those attributes of clients or organisations which enable clear communication, and as a result help ensure the project's success. For senior construction professionals, this book explains how to approach key aspects of projects so that the client's expectations can be anticipated and understood. It also provides information on how other parties can positively influence the outcome of the project and interact with their fellow stakeholders. Commentaries on real life projects illustrate how this is achieved in practice, and common pitfalls are pointed out to help you avoid them. Drawing on almost 40 years' UK and international experience of working on major construction projects in a variety of roles, the author provides clear insight into how to efficiently progress a project from inception through to completion. This is hugely valuable reading for client senior decision-makers, project managers, programme managers, design and construction leaders, and those studying all of these subjects.

Building Your Future is a practical business guide for business owners in the construction and service industry who want to grow a

## Online Library Building A Successful Construction Company Create A Strategy Organize Your Business Protect Your Bottom Line

highly successful and profitable business while reclaiming time and freedom. This book will give you a solid foundation to completely transform your business and the confidence to take it to the next level.

Running a small business can be daunting to the contractor whose expertise is in building -- not finance or law. This book helps to demystify the day-to-day challenges that contractors face. Running a Successful Construction Company is acknowledged as the leading book in its field.

This detailed overview of the construction contracting business delivers an invaluable collection of best practices, forms, templates, and checklists designed to reduce risks and increase profits. Contractors will learn everything they need to know about the make-or-break areas of estimating, pricing, bidding, project management, and financial management. The author is well-known in the industry, with a weekly newsletter, website, online digest, regular column for Contractor magazine, and 70-plus seminar bookings for 2006 Extensive examples and illustrations help readers apply the insights offered

In order to succeed in a construction business you have to be able to mark up the price of your jobs to cover overhead expenses and make a decent profit. The problem is how much to mark it up. You don't want to lose jobs because you charge too much, and you don't want to work for free because you've charged too little. If you know how much to mark up you can apply it to your job costs and arrive at the right sales price for your work. This book gives you the background and the calculations necessary to easily figure the markup that is right for your business. Includes a CD-ROM with forms and checklists for your use.

If you dream of running your own construction company, this is the book for you. The authors specialize in remodeling, but the information they share is just as valuable to spec builders and subcontractors. A step-by-step through the process of setting up a new company. Learn about several ways to structure your company, and the benefits and disadvantages of each of them. Learn how to make a good impression on clients, how to work with architects, inspectors and bankers and where to look for more help when you need it.

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.

The leading book on how to run a construction project the right way  
In this informative guide on how to run a construction project, an industry veteran breaks down the most common questions and processes on a project without complicating the issues. For the last few decades the construction industry has not been receptive to change and sharing information. We need to make major

## Online Library Building A Successful Construction Company Create A Strategy Organize Your Business Protect Your Bottom Line

changes to the way we do business. Creator of the Essential Construction network - Kyle Parry is setting out to effect the way we do business. In this guide he tells it like it is - cutting through complex mechanisms to explain complex procedures and processes. In The Essential Guide to Running Your Construction Project - Parry walks through the various components of a construction project covering subjects such as preparing a construction estimate, managing the submittal and change process and dives deep into site issues such as preparing a temporary electrical plan and challenges related to renovating a heritage building. Each of the issues is covered in a simple, no bullsh\*\* approach. There are only so many ways to screw up a construction project and by reading this book you will learn many of the ways to keep yours on track. Start changing the way you manage projects, save yourself time and embarrassing mistakes

This incisive, practical guide provides a thorough breakdown of the ins and outs everyone needs to know when turning contracting skills into a business. From summoning the motivation to start your own business to the intricacies of being your own boss, Claudiu Fatu artfully turns his personal experiences and those of other successful contractors into advice on every aspect of building a business. The chapters focus on: Developing a business structure, including bank accounts, tax registration, insurance, and branding Handling legal and accounting hurdles Managing employees and dealing with clients Using marketing systems to find and book work Estimating and bidding on jobs Writing contracts Creating invoices and a billing system Controlling costs, keeping records, and understanding profit margin Planning retirement and other benefits for the self-employed By teaching contractors to anticipate problems that can arise when dealing with clients, and to build a business plan that can support a contractor's talents in the best way possible, Starting Your Career as a Contractor is the ultimate manual to getting the job done right! Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

Most construction projects have changes, variations and delays. Due to insufficient knowledge contractors often don't claim their time and costs resulting from these events, or, their claims end in protracted and expensive legal battles. This easy to read book demystifies the claims processes ensuring entitlements are claimed. Learn when you can claim, how to make claims compelling, and the supporting documentation required to win. Your eyes will be opened to numerous events, costs and impacts. Knowing some of these tips could dramatically improve profits and avoid time consuming acrimonious disputes. Also included is advice for contractors to avoid and defend claims from employers and subcontractors. Ensure you're granted the time and costs you are entitled to by submitting winning claims.

CD-ROM contains: Over 1000 Web links -- Marketing plans -- Press releases -- Marketing materials from around the nation.

## Online Library Building A Successful Construction Company Create A Strategy Organize Your Business Protect Your Bottom Line

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.

Written by experienced and innovative projects lawyer Arent van Wassenauer, 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 Wassenauer 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.

You can get your construction business to move to the next level, get organized and systemized, build an accountable responsible team, charge the right mark-up, always make a profit, and work exactly the way you want by drafting your BIZ-Builder Blueprint Action Plan. George Hedley is one of the country's leading construction business building experts, top speakers, and professional business coaches. He has helped thousands of contractors grow, make more money, install systems, and build profitable companies. His step-by-step practical blueprint system helps general and specialty contractors who are stuck and want to improve profit margins, take charge, and grow. This book presents proven steps to: 1. Become a "Best In Class" contractor. 2. Develop a five year BIZ-Vision & BIZ-Plan. 3. Write your short and long term goals. 4. Develop an accountable management team. 5. Delegate and build responsible team players. 6. Replace yourself with written BIZ-Systems. 7. Install field and project management systems. 8. Create scorecards and job cost tracking systems. 9. Learn how to know, track, and hit your numbers. 10. Draft a winning marketing and sales action plan. 11. Focus on growth and finding new customers. 12. Always make a profit. The book is concerned with the business of residential construction, including the maintenance, restoration, renovation, and construction of private homes and related properties.

Revised edition of *Start your own construction and contracting business*, 2013.

Addressing the out-of-control delays and cost overruns of construction projects across the nation, prominent construction attorney LePatner builds a powerful case for change in an industry that consumes \$1.23 trillion and wastes at least \$120 billion each year. Essential reading for project owners and project managers. The author of several well regarded construction management books

once again shares useful practical construction management information. Filled with invaluable tips, insights, examples and advice, this easy to read book takes you from project inception, where the project scope, size and location are decided. To planning, budgeting, appointing the project team, investigations, the design process, selecting the right contractor, dealing with project risks, preliminary work, dealing with project stakeholders, managing the construction process, and finally, commissioning and project completion. Chapters also cover project scheduling, financial aspects and contractual arrangements. You will be equipped with a comprehensive checklist to monitor each phase of your project. Whether you are seasoned project manager, maybe just starting in the construction management professions, perhaps launching a new project as a veteran property developer, or an owner contemplating a new project, or simply planning to build a new home, or preparing to renovate and extend your house, you will find this book filled with valuable information to help you plan, monitor and manage each project phase to ensure your project is a success. Get your copy of this indispensable guide; *Construction Management: From Project Concept to Completion*. Ensure the success of your next project. The author's previous books have been favourably received by those new to the construction industry as well as seasoned professionals. Reviews include: "this is the best book on project management I have read" and "this book is fun to read and full of examples of what to be aware of with project management."

We all negotiate on a daily basis. We negotiate with our spouses, children, parents, and friends. We negotiate when we rent an apartment, buy a car, purchase a house, and apply for a job. Your ability to negotiate might even be the most important factor in your career advancement. Negotiation is also the key to business success. No organization can survive without contracts that produce profits. At a strategic level, businesses are concerned with value creation and achieving competitive advantage. But the success of high-level business strategies depends on contracts made with suppliers, customers, and other stakeholders. Contracting capability—the ability to negotiate and perform successful contracts—is the most important function in any organization. This book is designed to help you achieve success in your personal negotiations and in your business transactions. The book is unique in two ways. First, the book not only covers negotiation concepts, but also provides practical actions you can take in future negotiations. This includes a Negotiation Planning Checklist and a completed example of the checklist for your use in future negotiations. The book also includes (1) a tool you can use to assess your negotiation style; (2) examples of “decision trees,” which are useful in calculating your alternatives if your negotiation is unsuccessful; (3) a three-part strategy for increasing your power during negotiations; (4) a practical plan for analyzing your negotiations based on your reservation price, stretch goal, most-likely target, and zone of potential agreement; (5) clear guidelines on ethical standards that apply to negotiations; (6) factors to consider when deciding whether you should negotiate through an agent; (7) psychological tools you can use in negotiations—and traps to avoid when the other side uses them; (8) key elements of contract law that arise during negotiations; and (9) a checklist of factors to use when you evaluate your performance as a negotiator. Second, the book is unique in its holistic approach to the negotiation process. Other books often focus narrowly either on negotiation or on contract law. Furthermore, the books on negotiation tend to focus on what happens at the bargaining table without addressing the performance of an agreement. These

## Online Library Building A Successful Construction Company Create A Strategy Organize Your Business Protect Your Bottom Line

books make the mistaken assumption that success is determined by evaluating the negotiation rather than evaluating performance of the agreement. Similarly, the books on contract law tend to focus on the legal requirements for a contract to be valid, thus giving short shrift to the negotiation process that precedes the contract and to the performance that follows. In the real world, the contracting process is not divided into independent phases. What happens during a negotiation has a profound impact on the contract and on the performance that follows. The contract's legal content should reflect the realities of what happened at the bargaining table and the performance that is to follow. This book, in contrast to others, covers the entire negotiation process in chronological order beginning with your decision to negotiate and continuing through the evaluation of your performance as a negotiator. A business executive in one of the negotiation seminars the author teaches as a University of Michigan professor summarized negotiation as follows: "Life is negotiation!" No one ever stated it better. As a mother with young children and as a company leader, the executive realized that negotiations are pervasive in our personal and business lives. With its emphasis on practical action, and with its chronological, holistic approach, this book provides a roadmap you can use when navigating through your life as a negotiator.

The definitive contracting reference for the construction industry, updated and expanded Construction Contracting, the industry's leading professional reference for five decades, has been updated to reflect current practices, business methods, management techniques, codes, and regulations. A cornerstone of the construction library, this text presents the hard-to-find information essential to successfully managing a construction company, applicable to building, heavy civil, high-tech, and industrial construction endeavors alike. A wealth of coverage on the basics of owning a construction business provides readers with a useful "checkup" on the state of their company, and in-depth exploration of the logistics, scheduling, administration, and legal aspects relevant to construction provide valuable guidance on important facets of the business operations. This updated edition contains new coverage of modern delivery methods, technology, and project management. The field of construction contracting comprises the entire set of skills, knowledge, and conceptual tools needed to successfully own or manage a construction company, as well as to undertake any actual project. This book gives readers complete, up-to-date information in all of these areas, with expert guidance toward best practices. Learn techniques for accurate cost estimating and effective bidding Understand construction contracts, surety bonds, and insurance Explore project time and cost management, with safety considerations Examine relevant labor law and labor relations techniques Between codes, standards, laws, and regulations, the construction industry presents many different areas with which the manager needs to be up to date, on top of actually doing the day-to-day running of the business. This book provides it all under one cover – for the project side and the business side, Construction Contracting is a complete working resource in the field or office.

A guide to effective corporate and project management in the construction industry with a focus on the role that people play in the process Global Construction Success explores the importance that human dynamics play in risk management of construction projects. Every time a project is structured, designed and built, personal behaviours and inputs can either lead to success or be

## Online Library Building A Successful Construction Company Create A Strategy Organize Your Business Protect Your Bottom Line

the cause of failure. With contributions from noted experts on the topic, the book offers insight into stakeholders' reactions in a variety of situations, provides expert analyses of risk management and proposes potential solutions and recommendations in order to ensure effective construction management. The book explores common causes of project failure, outlines the key factors of successful projects, shows how to implement Public Private Partnerships, explores the different stages of structuring projects and reveals what it takes to manage difficult client/contractor relationships. International case studies of major projects clearly illustrate how communications and relationships can lead to helpful solutions to commonly encountered challenges to achieve positive results. This new and updated edition: Offers a comprehensive review of the impact human dynamics play in the success or failure of construction projects Stresses the importance of the leadership of senior management Offers a new chapter on managing and resolving conflicts Shows why the industry needs better risk management Includes new information for managing communications and relationships Explores new areas of technology that are being embraced by the construction industry Written for construction industry senior management in both the corporate and government sectors, project management professionals, consultants and supply chain participants, the second edition of *Global Construction Success* has been updated to include expanded material for minimizing risk and improving management quality and profitability when working with international construction projects.

This book is written in grey hair and wrinkles! The truth is you don't need a lot of time- or a business degree- to build a million dollar construction business. You just need the simple systems that everyone else is keeping a secret . Construction millionaires not only exist, they are created every day. Most have made their fortunes not because they got one lucky break, but because they figured out how to work smart, not just hard. Once you finally understand the secrets to success there is absolutely no limit for where you can take your company. Dominic Rubino creates construction millionaires- and multi-millionaires. He's done it for himself, and he has shown others how to do it as well. This book is the blueprint on how to work from the neck up. How to work smarter, how to grow and leverage the right systems and ways of doing things in your business so you can skip the trial-and-error that could literally waste your entire life. You should read this with the goal of getting first to 1 M in revenue, then using the same information to get you to 1 M in profits. There are secrets to success. Unfortunately they don't get taught in school, and people who know them usually don't share them. Now, I'm sharing them here. I have to.

"Plain talk for restorers, from soup to nuts (and bolts). Here's thorough, practical advice that's sensitive to both history and budget".--The Old House Journal.

**THE CONSTRUCTION PROJECT MANAGEMENT SUCCESS GUIDE 2ND EDITION:** Everything You Need To Know About Construction Contracts, Estimating, Planning And Scheduling, Skills To Manage Trades And Home Renovations You're about to discover how to the re-emergence of the real estate market sparked renewed optimism in construction. Across different states in the country, residential construction jobs are being undertaken in order to satisfy the demands in housing. Since residential construction projects are still a business (except when you want to build your own home), the idea is to build enough living spaces and to offer them to prospective clients or leasers at an affordable price. Of course the success of such a goal still lies on income

## Online Library Building A Successful Construction Company Create A Strategy Organize Your Business Protect Your Bottom Line

and the general economic outlook, but one thing is for certain: now that the housing crisis is over, more people will look forward getting a place to call their home.

A complete guide to estimating accurately and bidding wisely. Includes guidance on: Selecting the right jobs to bid. Accurately figuring labor costs and obtaining reliable sub and supplier quotes. Astutely marking up for overhead and profit. And moving beyond the competitive bid rat race to getting paid for estimates.

With *The E-Myth Contractor*, Michael E. Gerber launches a series of books that apply the E-Myth to specific types of small businesses. The first is aimed at contractors. This book reveals a radical new mind-set that will free contractors from the tyranny of an unprofitable, unproductive routine. With specific tips on topics as crucial as planning, money and personnel management, *The E-Myth Contractor* teaches readers how to: Implement the ingenious turnkey system of management—a means of creating a business prototype that reflects the business owner's unique set of talents and replicating and distributing them among employees and customers. Recognise and manage the four forms of money—income, profit, flow and equity. Harness the power of change to expand the company. The book also provides help on a larger level, leading readers towards becoming business visionaries by relinquishing tactical work and embracing strategic work, by letting go to gain control. Once put into action, Gerber's revolutionary ideas promise not only to help contractors build successful businesses, but successful lives as well.

In this guide, David Gerstel shows readers step-by-step how to drum up business, choose the right jobs to bid, estimate them efficiently and accurately, write strong and balanced contracts, work with clients and architects, plus lots more.

### Building a Successful Construction Company The Practical Guide CreateSpace

The revolutionary guide that challenged businesses around the world to stop selling to their buyers and start answering their questions to get results; revised and updated to address new technology, trends, the continuous evolution of the digital consumer, and much more In today's digital age, the traditional sales funnel—marketing at the top, sales in the middle, customer service at the bottom—is no longer effective. To be successful, businesses must obsess over the questions, concerns, and problems their buyers have, and address them as honestly and as thoroughly as possible. Every day, buyers turn to search engines to ask billions of questions. Having the answers they need can attract thousands of potential buyers to your company—but only if your content strategy puts your answers at the top of those search results. It's a simple and powerful equation that produces growth and success: They Ask, You Answer. Using these principles, author Marcus Sheridan led his struggling pool company from the bleak depths of the housing crash of 2008 to become one of the largest pool installers in the United States. Discover how his proven strategy can work for your business and master the principles of inbound and content marketing that have empowered thousands of companies to achieve exceptional growth. *They Ask, You Answer* is a straightforward guide filled with practical tactics and insights for transforming your marketing strategy. This new edition has been fully revised and updated to reflect the

evolution of content marketing and the increasing demands of today's internet-savvy buyers. New chapters explore the impact of technology, conversational marketing, the essential elements every business website should possess, the rise of video, and new stories from companies that have achieved remarkable results with They Ask, You Answer. Upon reading this book, you will know: How to build trust with buyers through content and video. How to turn your web presence into a magnet for qualified buyers. What works and what doesn't through new case studies, featuring real-world results from companies that have embraced these principles. Why you need to think of your business as a media company, instead of relying on more traditional (and ineffective) ways of advertising and marketing. How to achieve buy-in at your company and truly embrace a culture of content and video. How to transform your current customer base into loyal brand advocates for your company. They Ask, You Answer is a must-have resource for companies that want a fresh approach to marketing and sales that is proven to generate more traffic, leads, and sales.

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.

Author of cult classics The Pumpkin Plan and The Toilet Paper Entrepreneur offers a simple, counterintuitive cash management solution that will help small businesses break out of the doom spiral and achieve instant profitability.

Conventional accounting uses the logical (albeit, flawed) formula: Sales - Expenses = Profit. The problem is, businesses are run by humans, and humans aren't always logical. Serial entrepreneur Mike Michalowicz has developed a behavioral approach to accounting to flip the formula: Sales - Profit = Expenses. Just as the most effective weight loss strategy is to limit portions by using smaller plates, Michalowicz shows that by taking profit first and apportioning only what remains for expenses, entrepreneurs will transform their businesses from cash-eating monsters to profitable cash cows. Using Michalowicz's Profit First system, readers will learn that:

- Following 4 simple principles can simplify accounting and make

it easier to manage a profitable business by looking at bank account balances. - A small, profitable business can be worth much more than a large business surviving on its top line. - Businesses that attain early and sustained profitability have a better shot at achieving long-term growth. With dozens of case studies, practical, step-by-step advice, and his signature sense of humor, Michalowicz has the game-changing roadmap for any entrepreneur to make money they always dreamed of.

The Client Role in Successful Construction Projects is a practical guide for clients on how to initiate, procure and manage construction projects and developments. This book is written from the perspective of the client initiating a construction project as part of a business venture and differs from most available construction literature which can externalise the client as a risk to be managed by the design team. The book provides a practical framework for new and novice clients undertaking construction, giving them a voice and enabling them to: Understand the challenges that they and the project are likely to face. Communicate and interact effectively with key stakeholders and professionals within the industry. Understand in straightforward terms where they can have a positive impact on the project. Put in place a client-side due diligence process. Reduce their institutional risk and the risk of project failure. Discover how their standard models are able to co-exist and even transfer to a common client-side procedure for managing a construction project. Written by clients, for clients, this book is highly recommended not only for clients, but for construction industry professionals who want to develop their own skills and enhance their working relationship with their clients. A supporting website for the book will be available, which will give practical examples of the points illustrated in the book and practical advice from specialists in the field.

Construction is desperate for good, experienced, skilled and dedicated supervisors and foremen. Construction needs you. Being a construction supervisor or foreman is challenging, it's hard work, but it's also rewarding watching projects take shape under your watch. A supervisor's job is never boring - every day is different, each project is different, different locations and different people, all presenting new challenges. A construction foreman, foreperson or supervisor, supervises a work crew, or manages a section of work. They're at the coalface of every construction project - the critical link in the construction process. Good foremen and supervisors are essential to the success of every construction project and every construction company, indeed, they're invaluable. Yet, few managers and supervisors are prepared to mentor and train the next generation of supervisors and foremen. Most supervisors and foremen have years of experience on the tools, learning their trade, sometimes through apprenticeships, but mostly learning from others. These skills are focused on a particular trade or skill. But, being a supervisor is a different ballgame. Where before, as a trades-person they were doing the work themselves, now as supervisor they must organise and manage others doing the work. I'm a construction

professional with 30 years of experience and the author of several acclaimed construction books, including: 'Successful Construction Project Management: The Practical Guide' and 'Construction Management: From Project Concept to Completion'. As a young engineer and later as project manager, I was fortunate to learn from many excellent supervisors and foremen. I wouldn't have achieved what I did without the foremen on my projects. They were the powerhouse on my construction projects, and I only had to steer the project to a successful conclusion. Now it's my turn to share my 30 years of construction experience and knowledge with construction supervisors and foremen. To explain why things are done in a certain way, why good paperwork is essential, but more importantly, to help supervisors and foremen become the very best.

[Copyright: cadd2fc4901287d61acab6b1f4ba4d4a](https://www.cadd2fc4901287d61acab6b1f4ba4d4a)