



How to Open & Operate a Financially Successful Construction Company - With Companion CD-ROM

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.

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

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