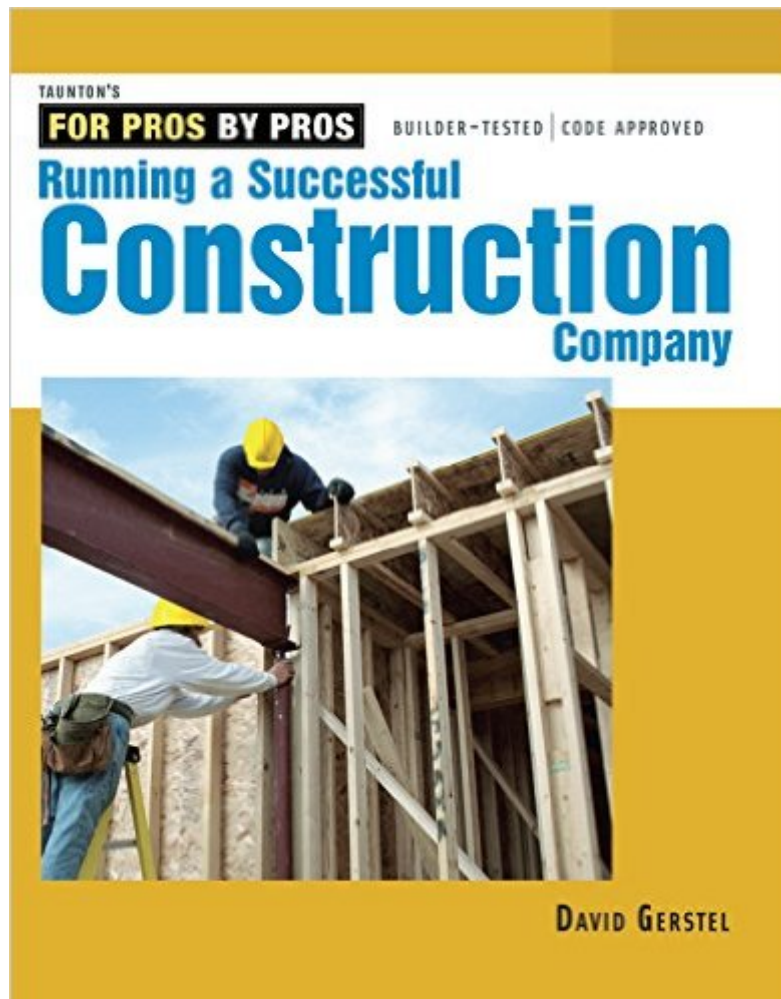


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# Running A Successful Construction Company (For Pros, By Pros)



## Synopsis

Running a small business can be daunting to the builder whose expertise is in the hands on work -- not finance or law. This book, written by a builder who came up through the trades himself -- and who for decades has run a highly respected and successful construction operation that does both remodeling and new construction -- 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. Includes 50 color photos and drawings.

## Book Information

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Average Customer Review: 4.6 out of 5 stars [See all reviews](#) (35 customer reviews)

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## Customer Reviews

Most people who start construction companies start out as construction workers who get an opportunity. They are often brilliant at building, but lack training in the business aspect of running a company. My husband and I started a construction firm, he has 15 years experience in construction and I have plenty of business experience. Even with all that we knew between us, there were still huge gray areas in our knowledge base. Because I am an avid reader, I ordered about 15 different books on starting up and running a construction business. Some are wonderful, some are garbage...This book is helpful in that it really explains the business end of the construction industry. Though this won't tell you how to build a house or a hotel... it will tell you the logistics of bidding, tracking expenses, labor costs, time sheets, draws, and all kinds of other things the those not familiar with the industry might have problems with the first go round. It helps you to figure out all of

the little things that you might forget when trying to determine "if I do the job for X will I make any money?" The book is quite colorful and has excellent graphs, drawings and pictures to really bring to light what they are explaining to you. If you are considering either starting a construction company, or trying to move up in one... I highly recommend this book.

This is a great book for start up and existing construction companies alike. It explains many aspects of the business and how things should be done to ensure profitability and longevity. It has helped my company tremendously. Jim Paulin Rubicon Construction Lincoln Park, MI

David Gerstel put lots of effort into the thoughtful preparation of this book. It is a well organized, thorough, and comprehensive guide to the reality of the construction industry and gives a reader and newbie construction business owner his or her best shot at business survival. It should be required reading for construction business employers.

This is a must read for anyone considering going into the construction business. As somebody who was in the business for almost 20 years, I wish this book was around when I first started. It covers all the bases and offers good advice on where to obtain the necessary items you'll need to get up and going.

This has been a real eye opening book. This book has helped me to organize my accounting system in more stream line manner. I have put a plan together to implement more of the systems into my business. This book is a must for anyone getting in or already in the construction business. It explains so many aspects of the business that no one tells you about.

I'm an ordinary small time carpenter/ builder. I've found this book is helping me already and I'm only half way through it. I'm pretty lucky to have found this book. If you are like me and struggling to keep your head above water this will teach you what needs to be done to get your business running efficiently, less loses on underquoting as your pricing of jobs becomes more accurate due to historical records you use from previous jobs , also giving you more free time away from being snowed under with the amount of time working out quotations. Oh, and a stack more information that is required knowledge. Highly recommend this book....but its up to you to study it and put the hard effort into following what he has recommended to do !.Ps, like alot of other reviewers have quoted...."wish I had this book years ago."

Although some of the content does not apply directly to Australian construction this book has given me a much better understanding of some key business components, in fact it has delivered more than I expected and helped me to focus on systems that I need to implement. It has also made me aware of the fact that some of my priorities needed to be re-arranged. I believe that this book will help my company keep up with the massive growth phase we are currently experiencing. David Gratton. Director, Home Morph. Pty Ltd.

I bought two books regarding running a successful construction company, and this one is by far more informative and as detailed as it can be for a general overview. It also refers you to other books that concentrate on specific topics. This is a really great book.

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