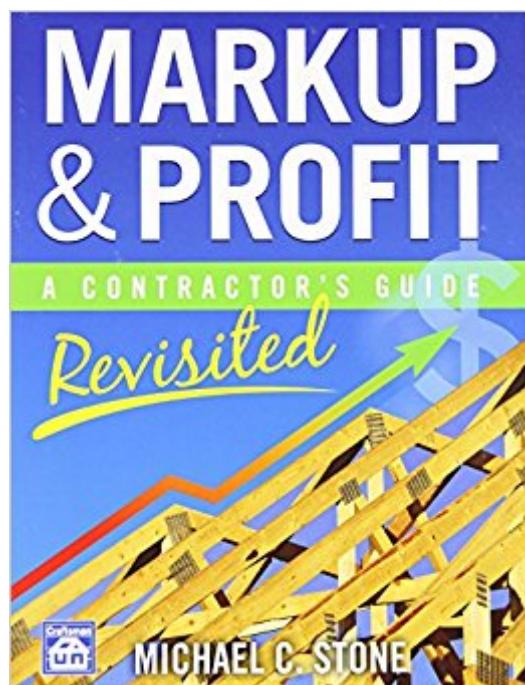


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# Markup & Profit: A Contractor's Guide, Revisited



## Synopsis

In order to succeed in a construction business, you have to be able to price your jobs to cover all labor, material and overhead expenses, and make a decent profit. But calculating markup is only part of the picture. If you're going to beat the odds and stay in business -- profitably, you also need to know how to write good contracts, manage your crews, work with subcontractors and collect on your work. This book covers the business basics of running a construction company, whether you're a general or specialty contractor working in remodeling, new construction or commercial work. The principles outlined here apply to all construction-related businesses. You'll find tried and tested formulas to guarantee profits, with step-by-step instructions and easy-to-follow examples to help you learn how to operate your business successfully. Includes a link to free downloads of blank forms and checklists used in this book.

## Book Information

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## Customer Reviews

This book takes a cutthroat industry like construction, and enables contractors to finally understand their own numbers. Not only that, it gives you formulas to figure out what numbers you should be aiming for, so that you can build a profitable company. Better yet, it gives practical advice on how to handle a variety of situations that make life difficult for contractors (and costs them money). I have worked in the construction industry a number of years and am always looking for genuine, truthful, practical advice on how to be a better contractor, and this book provides it. It's given me a lot to

think about.

Excellent Perspective and realistic solutions. Well organized, easy to comprehend and sound background guidance for contractors, especially those who have reached the stage where you know you need help.

I recently started to work with a contractor who has been in business for himself for 17 years. My role is sales, marketing, website, working with clients on making design choices and pretty much anything I can do to help him improve efficiency and profitability. This book has been invaluable to assisting me in better understanding the business, how to price our services, writing better contracts, etc. Highly recommended!

This book has really helped me start up my business. Before I read this it was under charging and either breaking even, or losing money. I was afraid to over charge. This book set me straight

A must read for any business owner. Specifically written for the construction trades.

Great book for contractors. If every contractor I've used (or tried to) would operate with these principles, I wouldn't worry about calling them. Also some very good advice on how to run your business, even if you aren't in the construction business.

This book brought my company into the profit zone!

If you are in any type of construction (Pool, remodel, house, landscape, etc.) YOU NEED THIS BOOK !!!

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