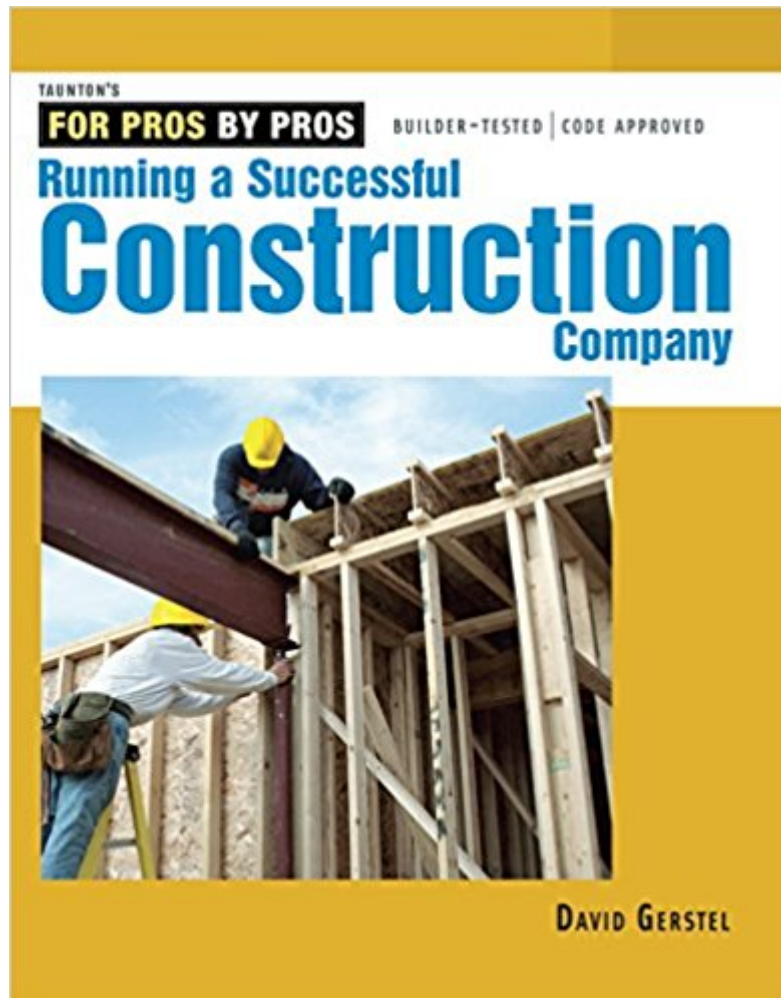




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Running A Successful Construction Company (For Pros, By Pros)



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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Customer Reviews

"Nothing I have seen addresses the management issues facing small-volume builders better than this book. (Gerstel) manages thoroughly to cover the basics in a way that is both informative and entertaining." --Sal Alfano, editor-in-chief, Journal of Light Construction "Gerstel's book is insightful, exceptionally readable and compelling. (It) inspires readers to plan and organize. Even the most successful and seasoned builders have expressed their appreciation." --Nuts and Bolts, publication of the Trade Guild "One of the first and by far the best book for the small contractor who wants to be a "Professional." --Builders BookSource "David Gerstel has achieved the ultimate American dream: for years he has worked for himself doing something he loves . . . He knows first hand what it takes for a small volume construction company to survive and prosper in any economic climate." --The Master Builder News "What elevates Gerstel to the top ranks of

professional remodeling is his exceptional ability to manage a company that produces the highest quality work." --Remodeling Â Â

-- Â good luck, David Gerstel

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.

Good information on the office part of running a construction company.

Got it as a gift for my husband-he runs a construction business and he absolutely loves this book. He found it very helpful and reassuring in business decisions he makes.

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.

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 a lot of other reviewers have quoted...."wish I had this book years ago."

In the process of obtaining my contractors license right now and enjoyed reading this book. Packaged well and arrived on time as usual.

It is a comprehensive look at what you need to know to run a successful business. This is an in depth study into the do's and don't's of running a construction company.

Excellent information

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