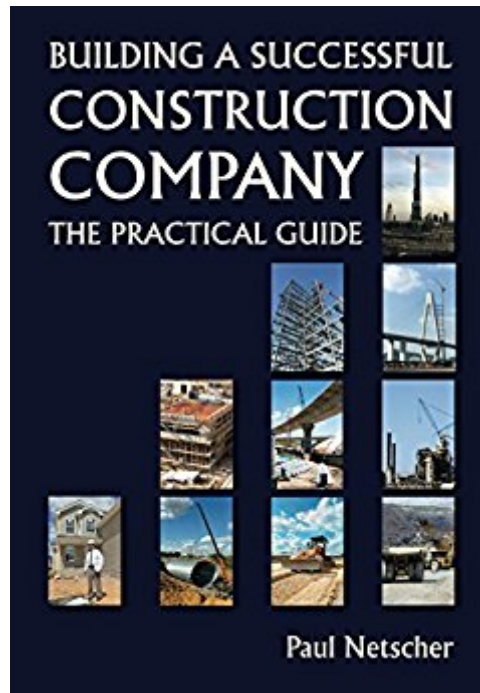




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# Building A Successful Construction Company: The Practical Guide



## Synopsis

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 employing 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.

## Book Information

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## Customer Reviews

I'm a retired New York City construction professional - presently engage in developing my own construction services and management company in the South Jersey, Philadelphia area. I have what I consider some of the best books on construction management. I can honestly say - this is the best book I have read on the subject of "practical" construction management. The book is intelligently laid out and cover all of the most important issues that would confront a construction manager/owner. Those considering a career as a construction manger or becoming the owner of a construction company - would benefit immeasurably by reading this great book. To the author - You really know the business. You have done a great job with this book. Utilizing the practical applications in this book would make for a better construction industry. Thanks for sharing what you have learned.

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Excelent writing, very usefull and al around good read.

Very informative

A practical guide based on great experience of a real professional. If just only part of recommendations is followed by contractors the ratio of successful projects would grow dramatically. This book is recommended for owners reading to understand contractors backstage (helps establish proper negotiating strategy and reasonable tendering approach). Simple language provides understanding for construction business beginners. Case studies from real life and methodologies will be interesting for professionals.

Highly recommended! Excellent read and packed full of valuable tips, as a 27 year construction person that is finally setting out on my own with a company I'm building from scratch, this book is a must read!!

Agree with previous review. This book is useful to both the novice and the experienced construction manager, who will always find something useful as he goes through his internal checklist for his current project. A must for every construction manager to have at hand at all times.

The book is very helpful for the issues of managing a construction company. On most cases, it deals directly to the main point and gives the ideal solutions. I felt sorry for not reading this book at the start of my managing career.

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