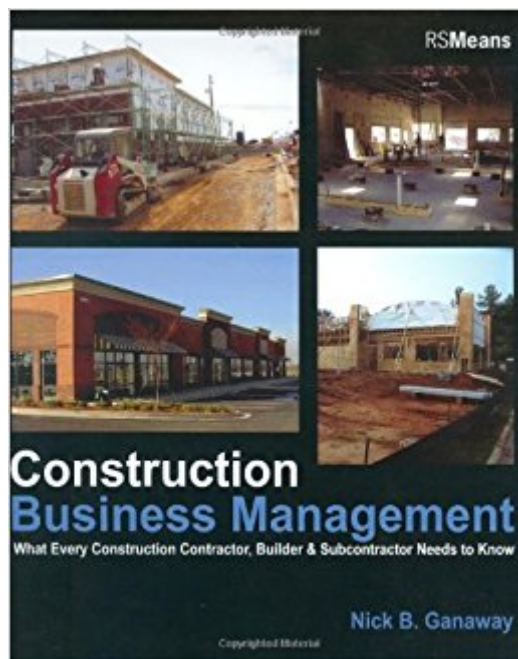




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# Construction Business Management: What Every Construction Contractor, Builder & Subcontractor Needs To Know



## Synopsis

Written by a general contractor of 25 years, Construction Business Management offers the lessons learned from both good and not-so-good decisions. Read what it takes to build all aspects of a business that's profitable, enjoyable, and enduring: a.. Contract Terms & Conditions (to include and to avoid) b.. Fair Allocation of Risk Between Contractor and Owner c.. How to Make Sure You're Paid What You're Owed d.. Critical Dos and Don'ts of Mechanics Liens e.. How to Select, Hire, and Keep Golden Employees f.. How to Choose Accountants, Lawyers & Insurance Agents g.. How to Target, Check out, Land, & Retain Profitable Customers h.. Effective Marketing Even the Smallest Contractor Can Afford i.. The Required Success Characteristics of a Contractor j.. Avoiding the 57% Four-Year Contractor Failure Rate k.. Opportunities & Requirements of Retail Construction l.. The Importance of the "Human Factor" • And much more that will pay off now and throughout your career. Written for contractors, key employees, subcontractors, students, and facility executives. Check out the Table of Contents for more detail.

## Book Information

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## Customer Reviews

In this book, the author, Nick B. Ganaway,, shares what he has learned; sometimes the hard way; to help contractors, builders, and subcontractors minimize the pain and risk of operating a construction business; especially in their first few (riskier) years. While not every risk can be eliminated in construction, or any field, it can be managed if its elements are identified and

understood. Throughout the chapters, Nick speaks directly to the construction business owner as an equal, using his own experience to show the risks in various situations and how to avoid them. His message is, "based on my own 25 years' experience as a general contractor, this is what I believe you must know and do if you are going to survive in this business for the long term." From the construction company owner's role, to finding and retaining the right key employees, to marketing the company, there is strong emphasis on the "human factor" so crucial to success in construction. The book also makes the case for specialization, or niche contracting, a strategy that allows a contractor to become more knowledgeable in a field, be seen as an insider, become sought after, and achieve a more profitable business.

Only 43% of construction firms remain in business after four years. Help your company not only survive, but thrive &#151; with guidance from a pro with 25 years' experience as a successful commercial general contractor. Find out what it takes to build all aspects of a business that's profitable, enjoyable, and enduring. Here are just a few of the things you'll learn from this book: The duties of the owner of a successful construction business. Essential terms and conditions to include and exclude in contracts. Commandments to follow to ensure you're paid what you're owed, including step-by-step change-order procedures to avoid disputes and non-payment. Strict dos and don'ts of mechanics' liens &#151; including when an owner goes bankrupt. What must be done administratively before breaking ground on every project. How to select, hire, and keep "golden" employees. Ways you can target, check out, land, and retain profitable customers. Effective marketing even the smallest contractor can afford. How to identify the accountants, lawyers, and insurance agents who are right for you. The What, When, Where, and Why of licensing and registration. The advantages of specializing, including the opportunities in chain store construction. More than 40 construction, government, and other valuable online resources. Whether you're a contractor, a key employee, a subcontractor, a student, or a facility executive, you'll find many ideas you can immediately add to your management and leadership toolbox. Adopting even a single one of them will pay dividends now and throughout your career. About the publisher: RSMeans is the foremost source of construction cost information in North America, with 27 annual cost data products, a nationwide seminar program, and consulting services. RSMeans also offers a library of reference books on construction estimating, project management, and many other topics.

Great primer on fundamentals of construction company management. More a philosophy and tip

book than anything, but good thought provoker for an experienced person looking to transition into this industry as an owner.

Didn't finish reading. Yawn.

Great info. I was looking for a little more depth, especially in bookkeeping.

Very Informative read

Informative, helpful, good to have on hand for reference

This book is great for someone just starting a business, I have been in the business for 10 years so most of it I was already doing, let me know I was on the right path. Good book to read before you start a construction business.

I am an elementary school principal, not in the construction business. However, I found that as I read the first few chapters I was nodding my head and agreeing that what Mr. Ganaway wrote was also true for school administrators. You will have to crosswalk over from construction to picking out what is relevant for you. Some guiding principles can be found in the following chapters. Chapter 1 Do you have what it takes? (can also apply "to run a school community") Chapter 2 Your role as owner of your construction firm (can also apply to your role as principal of a school, leadership, vision, passion, passing along the credit)

Nice Book.

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