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DAVID GERSTEL

Running A Successful Construction Company

Paul Netscher



Running A Successful Construction Company:

Building a Successful Construction Company Paul Netscher,2014-08-08 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 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

Running a Successful Construction Company David Gerstel,2002-11-01 Are you a builder looking to transition your hands on skills into a successful construction company Running a Successful Construction Company by David Gerstel is your essential guide to navigating the complexities of running a construction business Drawing on decades of experience in both remodeling and new construction Gerstel demystifies the everyday challenges contractors face making it easier for you to thrive in the industry Whether you re just starting or looking to enhance your existing operations Running a Successful Construction Company is acknowledged as the leading resource in its field Equip yourself with the knowledge and skills necessary to take your construction business to the next level

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The Builder's Guide to Running a Successful Construction Company David U. Gerstel,1991 Explains how to drum up business estimate and bid on jobs write contracts work with clients and architects hire and manage crews and keep work on schedule

[Managing the Profitable Construction Business](#) Thomas C. Schleifer,Kenneth T. Sullivan,John M. Murdough,2014-02-21 Take control of your construction contracting business and manage it through the natural highs and lows of the construction market Learn from a team of construction business veterans led by Thomas C Schleifer who is

commonly referred to as a construction business turnaround expert due to the number of construction companies he has rescued from financial distress His financial acumen combined with his practical hands on experience has made him a sought after private consultant His experience and no nonsense philosophy have truly given him a unique perspective Important topics covered include Understanding the primary areas of construction business failure in the next decade Minimizing business risk with real world examples Developing a positive and competent management attitude and strategy Discover how to maneuver through this complicated and risky industry by using the authors research and proven success strategies to sustain and grow your business

Starting a Successful Construction Business Scott Jennings,2025-09-21 Scott Jennings has 35 years in the heavy civil construction industry starting at the bottom as a laborer and working his way to the top as owner of his own construction company doing near 25 million annually On the way he experienced the highest successes and the ultimate low of losing near everything and back again He now works as an independent consultant to some of the country s largest civil construction contractors as well as serving as a deeply knowledge able sought after expert witness in construction related court cases Scott now makes his diverse construction experience available to any contractor owner and project manager with the savvy to recognize professional gold through his Build America brand This includes these field guides his popular podcast and eNewsletter all produced with the intent to share his hard won insider knowledge If you appreciate candid no bull insights straight from the trenches this series is for you And you don t have to be a civil construction specialist to benefit from this straight talking shoot from the hip advice most of it applies equally to commercial and residential construction as well This volume deals with the intricacies of creating a construction contracting firm designed to grow and thrive in today s dog eat dog business of building America Scott shares real world tac tics and strategies about everything from start up paperwork and accounting through banking and bonding to working with professional service providers It s solid insights and advice from a guy who s been there and back

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Steam Shovel and Dredge ,1912 *How to Start Your Own Construction Company* Terry Blake,Hunter Blake,2025-02-08 Unlock the potential of the construction industry with *How to Start Your Own Construction Company* This comprehensive guide is designed for aspiring entrepreneurs who are eager to build a successful construction business from

the ground up Whether you re a seasoned professional looking to take the leap into entrepreneurship or a newcomer with a passion for construction this book provides the essential tools and insights needed to navigate the complexities of starting and running your own company From understanding the foundational elements of business planning to securing financing and managing projects this book covers every critical aspect of launching a construction company You ll explore key topics such as market analysis legal requirements and effective marketing strategies tailored specifically for the construction sector Each chapter is packed with practical advice real world examples and step by step instructions that demystify the process of establishing a business in this competitive field Learn how to create a solid business plan build a reliable team and foster relationships with clients and subcontractors Discover the importance of safety regulations quality control and project management techniques that can set your company apart With insights into the latest industry trends and technologies you ll be equipped to adapt and thrive in a rapidly evolving marketplace Whether your goal is to specialize in residential commercial or industrial construction How to Start Your Own Construction Company serves as your ultimate roadmap to success Empower yourself with the knowledge and confidence to turn your vision into reality and take the first steps toward building a thriving construction business that stands the test of time Start your journey today and lay the foundation for your future in the construction industry

How to Start a Construction Business Meir Liraz,2019-03 This guide will walk you step by step through all the essential phases of starting a successful construction based business To profit in a new construction business you need to consider the following questions What business am I in What do I sell Where is my market Who will buy Who is my competition What is my sales strategy How much money is needed to operate my firm How will I get the work done What management controls are needed How can they be carried out And many more This guide will help you answer all these questions and more Here s what s in the book Things to consider before you start crucial things you must consider before you start pouring in your hard earned money Ignore it at your own peril How to plan and start your new construction business complete step by step instructions this is must know must do information ignore it and you stand a good chance to fail You get specifically designed instructions for each phase How to develop winning marketing strategies for your construction business How to plan and execute a results driven advertising program tips and strategies to make your advertising pay off big How to find new customers new customers and more sales are essential for profit and growth Here s a little known yet extremely effective ten step formula to locate and find new customers This same formula helped one client of ours to increase his customer base by 46% last year Checklist for going into business things you must consider before going into business keeps you from costly mistakes when starting a new business How to reduce costs a complete step by step organized program for cutting costs in your business Clients of ours have achieved an average of 28% to 35% cost reduction with this technique and you can too Keep the money in your pocket with this one How to get business loans where do you go for the financing you ll need your real options plus tips on which is best for you All these and much much more Get These 9

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[Costbook](#) ,1995 [Mining and Scientific Press](#) ,1913 [Construction Business Management](#) Nick Ganaway,2007-06-01

Only 43 per cent of U S construction firms remain in business after four years Why Inadequate management according to the U S Small Business Administration This is surprising because most construction firms are formed by ambitious construction project managers executives and tradesmen who have excelled at what they have been doing But as experienced as these entrepreneurs may be they are not likely prepared to take on the full range of responsibilities forced on them in managing the business of construction in its entirety While this business failure rate and its causes are based on U S experience available data from a number of other industrialized countries shows they are similar This book describes in detail what the business side of the construction equation requires of the construction firm owner The contractor who quickly learns these requirements can identify and avoid or manage around the pitfalls that cause the high failure rate in our industry and put his or her construction firm on a level playing field with the best run companies in the business The detailed duties of the owner whether in the U S U K Australia or Canada are a common theme throughout the book The author Nick Ganaway speaks peer to peer and the book is sprinkled with supporting examples from his own experience He is immersed in the industry and this book is based on the things I ve learned used and refined as a light commercial general contractor in the course of starting and operating my own construction firm for 25 years The contractor doing 5 million or 50 million or more in annual sales or the equivalent amount in other countries or the entrepreneur who is just starting up can use the tried and proven material in this book to build a business that is profitable enjoyable and enduring Additionally the book devotes a chapter to specializing in chain store construction **Construction Company Growth Strategy** Wally Schallhorn,2021-07-09 You will also need

construction management software to manage the different processes that go with construction such as planning organizing and managing resources This software also gives you the ability to execute projects efficiently and thus increase profitability This book explores important aspects of managing a construction company that impacts its success and profitability Obviously managers should have an understanding of running a business as well as the appropriate technical skills But it is 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 **Fine Woodworking** ,1993 *Aberthaw Construction Company* Aberthaw Construction Company,1919 **Creating A Construction Company** Eric Swan,2021-03-25 Construction is an important sector that contributes greatly in the economic growth of a nation The Construction Industry is an investment led sector where the government shows high interest Government contracts with Construction Industry to develop infrastructure related to health transport as well as the education sector Construction is a relatively easy business to get into but a tough environment in which to do business as illustrated by high business failure rates Building your own one is a smart decision of your life This book will help you do this It is the single best resource for aspiring start up and existing construction business owners and managers who want to get it right from the start and for established contractors who are tired of living in crisis management and survival modes In this book you will learn how to Assess your strengths and develop a smart business strategy Carefully position your company to gain and keep your competitive edge Design a solid organization with the right partners and employees Create an efficient operation Manage your risks Build financial stability Used as a key text by leading master s degree programs in construction management this book also includes advice from top industry experts and real life anecdotes Buy this book and discover the new world **Construction Index** ,1993

Running A Successful Construction Company Book Review: Unveiling the Power of Words

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