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DAVID GERSTEL

# Running A Successful Construction Company

**Meir Liraz**



## **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 Key Features Comprehensive Insights Gain a deep understanding of the essential elements of running a construction business from finance and legal considerations to managing projects and client relationships Real World Solutions Written by a builder for builders this book addresses the unique challenges you ll encounter providing practical strategies and tips that you can implement immediately Visual Guidance Featuring 50 color photos and drawings the book offers visual aids to reinforce key concepts and inspire your business practices Proven Techniques Learn from the experiences of a highly respected and successful construction operator who has built a thriving business Gerstel shares his best practices for effective project management cost control and customer satisfaction

*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 knowledgeable 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 tactics 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

**Fine Homebuilding** ,2002 [How to Start a Construction Business](#) ARX Reads, Deciding to start your own construction company can be an exciting but overwhelming experience With so much research reporting and paperwork to complete it s easy to get lost in the administrative details and forget the passion that inspired you to start your own business to begin with If you want to start a construction company you need to read this book About 90% of construction companies fail in the first year or two Why It s not because they aren t great at the construction side But it s because they don t know how to run a business I know a ton of contractors that are great on the field but don t understand how to get more leads win projects and manage a team If that sounds like you don t worry If you absorb the tactics in this book you re almost guaranteed to build your company on solid ground and have unlimited potential to grow

*Managing a Construction Firm on Just 24 Hours a Day* Matt Stevens,2006-11-09 This detailed overview of the construction contracting business delivers an invaluable collection of best practices forms templates and checklists designed to reduce risks and increase profits Contractors will

learn everything they need to know about the make or break areas of estimating pricing bidding project management and financial management The author is well known in the industry with a weekly newsletter website online digest regular column for Contractor magazine and 70 plus seminar bookings for 2006 Extensive examples and illustrations help readers apply the insights offered [How to Open and Operate a Financially Successful Construction Company](#) Tanya R. Davis,2007 Book worksheets and checklists for planning starting and running day to day operations You will get dozens of other valuable timesaving tools of the trade that every entrepreneur should have While providing detailed instruction and examples the author help you find a location and business name that will bring success take you through the process of drawing up a winning business plan the Companion CD ROM has the actual business plan you can use in MS Word TM and teach you how to start and manage your construction company You will find guidance on obtaining licenses and permits drawing up contracts hiring subcontractors meeting governmental regulations attracting new clients and referrals applying for financing tracking utilities employing basic cost control systems dealing with pricing issues and staying ahead of the competition You will avoid trial by error when setting up equipment layouts meeting legal and IRS requirements and tapping into the best sales and marketing techniques and pricing formulas The book will even help you set up computer systems to save time and money teach you how to hire and keep a qualified professional staff use the best computer software network with publishers and associations do your own sales planning customer service keep your own books compile monthly profit and loss statements and prepare taxes You will become adept at media planning pricing and public relations You will be able to manage and train employees motivate workers generate high profile public relations and publicity and learn low cost marketing ideas and low cost ways to satisfy customers and build sales You will learn how to keep bringing customers back and build referrals the secret of continued success as well as getting thousands of great tips and useful guidelines The manual delivers literally hundreds of innovative demonstrated ways to operate and streamline your business Learn new ways to make your operation run smoother and increase performance shut down waste reduce costs and increase profits The secret of continued success as well as getting thousands of great tips and useful ideas In addition you will appreciate the valuable CD ROM resource in your daily activities as a source of ready to use forms templates worksheets business plan surveys letters web site resources everything you will need to get up and running We also went the extra mile and spent an unprecedented amount of time researching interviewing e mailing and communicating with hundreds of today s most successful construction company executives Aside from learning the basics you will be privy to their secrets and proven successful ideas Instruction is great but advice from experts is even better and the construction experts chronicled in this book are earning a great deal of money for their expertise *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 **Home Builder's ... Costbook** ,1995 **Mining and Scientific Press** ,1913 [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

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**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     Fine Woodworking ,1993     **Aberthaw Construction Company** Aberthaw Construction Company,1919     *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 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     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

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