



# Business Management For The General Contractor

**Matt Stevens**



## **Business Management For The General Contractor:**

Business Management for Contractors Paul Jackson Cook, 1988 Focuses on the manager's role in ensuring that the company fulfills contracts, realizes a profit and shows steady growth. Offers guidance on planning, company growth, financial controls and industry relations.

*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 Business Management* Nick B. Ganaway, 2006-10-06 Less than half of construction firms are still in business after four years. Make sure your company thrives with essential and very readable guidance from a pro with 25 years' success. 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, 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. Effective marketing even the smallest contractor can afford. How to identify the accountants, lawyers and insurance agents that 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. 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

**Building Contractor's Exam Preparation Guide** John E. Traister, C. Keeler Chapman, 1996 Pass your state county or city contractor's exam with confidence This book includes sample questions and the correct answers from actual state county and city exams across the country

**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

**Pennsylvania Business Management and Law General Construction Contractor License Exam** **ExamFOCUS Study Notes and Review Questions** ExamREVIEW, 2018-09-13 In Pennsylvania licensing for General Contractor is administered at the city and county level Some cities require you to pass an exam as of the time of this writing the cities include Allentown Bethlehem Erie Reading and Scranton There are two exam parts one being the Business Management Law test and the other being the Trade specific test The former covers a wide range of fundamental topics There is no way you can pass the exam without having solid real world experience Our notes give you knowledge principles and concepts To master the topics you must be in the field you need to go through the real world plans the various contract documents and the various administrative paperworks all by yourself And you need to know how the experts get things done To succeed in the exam you also need to read as many reference books as possible There is no single book that can cover everything

Small Business Management Timothy S. Hatten, 2023-11-03 Small Business Management Eighth Edition equips students with the tools to navigate important financial legal marketing and managerial decisions when creating and growing a sustainable small business Author Timothy S Hatten provides new cases real world examples and illuminating features that spotlight the diverse innovative contributions of small business owners to the economy Whether your students dream of launching a new venture purchasing a franchise managing a lifestyle business or joining the family company they will learn important best practices for competing in the modern business world

NASCLA Contractor's Guide to Business, Law and Project Management, Oregon Construction Contractors NASCLA Staff, 2016-04-10 Part 1 Focuses on planning and starting your business This section will help you formulate a business plan choose a business structure understand licensing and insurance requirements and gain basic management and marketing skills Part 2 Covers fundamentals you will need to know in order to operate a successful construction business This section covers estimating contract management scheduling project management safety and environmental responsibilities and building good relationships with employees subcontractors and customers Part 3 Provides valuable information to assist you in running the administrative function of

your business Financial management tax basics and lien laws are covered Effective management of these areas of business is vital and failure proper attention can cause serious problems **NASCLA Contractor's Guide to Business, Law and Project Management, Mississippi Edition** NASCLA Staff,2014-07-10 Part 1 focuses on planning and starting your business This section will help you formulate a business plan choose a business structure understand licensing and insurance requirements and gain basic management and marketing skills Part 2 covers fundamentals you will need to know in order to operate a successful construction business This section covers estimating contract management scheduling project management safety and environmental responsibilities and building good relationships with employees subcontractors and customers Part 3 provides valuable information to assist you in running the administrative functions of your business Financial management tax basics and lien laws are covered Effective management of these areas of business is vital and can cause you serious problems if you do not give them proper attention **Means Labor Rates for the Construction Industry ,**

*Means Building Construction Cost Data ,1991* **The American Contractor ,1929** *Means Open Shop Building Construction Cost Data, 1989* R S Means Company,Means, R. S., Staff,1988-12 **The Bulletin of the General Contractors Association ,1918** **Managing the Profitable Construction Business** Thomas C. Schleifer,Kenneth T. Sullivan,John M. Murdough,2014-03-31 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 *Engineering News and American Contract Journal ,1905*

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