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Contracting For Business Success

**The Staff of Entrepreneur Media, Rich
Mintzer**

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Contracting for Business Success Andrew W. Cox, Ian Thompson, 1998 This work examines the current use and performance of standard forms of contract and dispute resolution in the UK construction industry It draws on extensive research into which contractual conditions are most appropriate to adopt in individual circumstances It concludes with a guide for all clients and construction professionals to the selection of the contracting methods which generate business success It reviews the main forms of contract currently in use including ICE 6th edition ICE Design ICE Minor Works FIDIC NEC 2nd edition GC Works IChemE Red and JCT Forms 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 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 **Advantage Contractor Business Success Series: Business management for construction contractors** Gene Fessenbecker,1998

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Schleifer,2025-06-11 Explore this deep dive into the business side of construction including how to structure organize and operate a construction organization to maximize profit The most visible work of construction contracting happens on the job site but some of the most important aspects of running a construction business happen behind the scenes on the financial and operations side Construction is the second most risk intensive industry in the US and both minimizing business failures and minimizing the damage that results from inevitable failures are critical Structuring and managing a profitable construction business requires strategic sense and up to date knowledge *The Business of Construction Contracting* describes and analyzes the business side of construction with a detailed exploration of the major types of business failure and how to avoid them It s designed for construction professionals who understand that in this industry everybody faces risk exposure and the companies that survive and thrive are the ones who understand how to recognize the risks and respond accordingly It offers documented research findings rooted in years of construction business experience that can help both new and veteran business owners find success *The Business of Construction Contracting* readers will also find Exploration of the concepts of flexible overhead corporate and financial self analysis Detailed discussion of topics including cash flow thresholds construction market cycles and more The latest industry technologies and techniques to manage a construction business *The Business of Construction Contracting* is ideal for construction professionals including general contractors construction managers and specialty contractors as well as bonding and insurance professionals construction attorneys and vendors servicing the construction industry **The Secrets to Construction Business Success** Thomas C. Schleifer,Mounir El Asmar,2021-12-12 With a daunting industry wide business failure rate construction professionals need to manage risk and finances as effectively as they manage projects and people *The Secrets to Construction Business Success* empowers contractors and other professionals to defy the long odds threatening their stability growth and very survival Drawing on the authors more than eight decades of combined experience turning around failing firms this book provides a masterclass in structuring managing and futureproofing a construction business Chapters on measuring and responding to dips in revenue equip executives to recognize and respond to the warning signs of financial distress while chapters on succession planning ensure that organizations survive their founders departures Sample documents and tools developed for the authors

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contractors Gene Fessenbecker,1998 *Advantage Contractor TM Business Success Series* Gene Fessenbecker,1998-08
Advantage Contractor Business Success Series: Project site safety and security for construction contractors Gene Fessenbecker,1998 **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

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