

Contractor Success Series

3

Project Management



Construction Profit Management The Secrets To Successful Contracting

Rachel Sandford



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Construction Profit Management Leonard Brunotte,1987 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 for the 21st Century** Thomas C. Schleifer,2026-04-02 Construction Business for the 21st Century Managing Risk and Improving Profits covers the business side of construction contracting This book provides 21st century processes procedures and practices that will advance the construction industry into the future The industry that built the United States suffers from diminishing profit margins causing it to have the second highest failure rate in the nation Drawing from decades of research into the causes of contractor failure the author offers solutions for improved profits and risk management and identifies legacy industry practices that have become obsolete The topics covered such as project selection the low bid process risk identification and management and understanding market cycles are critical subjects for 21st century construction professionals This book also addresses in detail the important subjects of succession planning industry consolidation growth limits joint ventures equipment management and boards of directors advisors Readers will receive critical insights into financial and accounting processes which are rarely covered in technicians and engineers education Whether a general contractor construction manager specialty contractor credit grantor or student this book will provide a thorough understanding of the intricacies and complexities needed to succeed in the construction business **The Business of Construction Contracting** Thomas C. 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 consulting practice offer field tested solutions to organizational structure forecasting and accounting challenges A steady source of guidance in an industry with few constants The Secrets to Construction Business Success makes an invaluable addition to any industry leader s library

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Table of Contents Construction Profit Management The Secrets To Successful Contracting

1. Understanding the eBook Construction Profit Management The Secrets To Successful Contracting
 - The Rise of Digital Reading Construction Profit Management The Secrets To Successful Contracting
 - Advantages of eBooks Over Traditional Books
2. Identifying Construction Profit Management The Secrets To Successful Contracting
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Construction Profit Management The Secrets To Successful Contracting
 - User-Friendly Interface
4. Exploring eBook Recommendations from Construction Profit Management The Secrets To Successful Contracting
 - Personalized Recommendations
 - Construction Profit Management The Secrets To Successful Contracting User Reviews and Ratings
 - Construction Profit Management The Secrets To Successful Contracting and Bestseller Lists
5. Accessing Construction Profit Management The Secrets To Successful Contracting Free and Paid eBooks
 - Construction Profit Management The Secrets To Successful Contracting Public Domain eBooks
 - Construction Profit Management The Secrets To Successful Contracting eBook Subscription Services
 - Construction Profit Management The Secrets To Successful Contracting Budget-Friendly Options
6. Navigating Construction Profit Management The Secrets To Successful Contracting eBook Formats
 - ePub, PDF, MOBI, and More
 - Construction Profit Management The Secrets To Successful Contracting Compatibility with Devices
 - Construction Profit Management The Secrets To Successful Contracting Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Construction Profit Management The Secrets To Successful Contracting
 - Highlighting and Note-Taking Construction Profit Management The Secrets To Successful Contracting
 - Interactive Elements Construction Profit Management The Secrets To Successful Contracting

8. Staying Engaged with Construction Profit Management The Secrets To Successful Contracting
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Construction Profit Management The Secrets To Successful Contracting
9. Balancing eBooks and Physical Books Construction Profit Management The Secrets To Successful Contracting
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Construction Profit Management The Secrets To Successful Contracting
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Construction Profit Management The Secrets To Successful Contracting
 - Setting Reading Goals Construction Profit Management The Secrets To Successful Contracting
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Construction Profit Management The Secrets To Successful Contracting
 - Fact-Checking eBook Content of Construction Profit Management The Secrets To Successful Contracting
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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