

Managing a Construction Firm on Just 24 Hours a Day (P/L Custom Scoring Survey)

Matt Stevens

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Matt Stevens : Managing a Construction Firm on Just 24 Hours a Day (P/L Custom Scoring Survey) before purchasing it in order to gage whether or not it would be worth my time, and all praised Managing a Construction Firm on Just 24 Hours a Day (P/L Custom Scoring Survey):

21 of 21 people found the following review helpful. Managing a Construction Firm is a must read By D. Laskey I am the owner of a medium sized heavy civil construction company. I have attended many management courses over the course of my 20+ year career. In addition, I have read many books on this subject matter. For those of you who are currently in the industry in management roles, I will venture to guess that when you read this book, almost instantly, the light will go on. You will see things that are familiar, things you are doing right, as well as things that you could do

better. For those of you going through the higher education prior to starting out in the work world, this is an outline of how to do it right. Everyone employed in construction management should read this book. It is up to speed on current construction management practices, and the economy as it exists today for contractors. 0 of 0 people found the following review helpful. I am and equipment operator/ foreman and much of the business side is protected information not shared with everyone like me, so By Greg An incredible source. Really digs into the nuts and bolts of the business. I am and equipment operator/ foreman and much of the business side is protected information not shared with everyone like me, so I chose this book to gain insight. I will probably read a couple of times to filter and memorize the highlights. Quality material! 0 of 0 people found the following review helpful. Five Stars By I. Heckman Awesome book much better than I expected. Shows the reality and Challenger of construction

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

From the Publisher You will not find a book with as much information and practical application for construction contracting. I have worked with construction firms since 1994, traveling the continental United States (and still do). As you know, people do things differently in all regions of the country. There is no one way to manage your business. Having more than one approach makes a contractor flexible and profitable. We have captured and interpreted all these practices and present them in this book. What you will receive: - In-depth overview of the business of contracting - Analysis of the three major business processes of every contractor - 140+ best practices in the construction industry. - Time saving business tactics for construction. - Forms that help you stay organized - Examples of reports, and other necessary management information - Illustrations that capture insights of the business. - Examples to help you apply the insights. - How to reduce risk and increase profits From the Author We feel that this book serves a real need. There are 600,000+ construction firms in the United States and not many share their business practices with each other or the young contractor ready to start his firm. Now, there is a place that construction people can go to learn effective business strategies, practices and methods to increase profits while reducing risk. We give to you the answers to: 1) What are the top 3 productivity enhancing practices of most contractors? 2) How do you consistently leave less money on the table? 3) What is the one reason for not having enough work? 4) What are the proven methods of adding overhead cost to a job? 5) What is the difference between profit mark-up versus margin and which should you use. 6) What is the cost of rework? 7) What kind of compensation system makes employees act like owners. 8) What are the top 50 Best Practices that all Contractors use? 9) How do you manage people more effectively? 10) What are the accurate sources of financial data and compensation information for the construction Industry? 11) How do you calculate the true return on investment of a job and what should be your minimum requirement in most cases. 12) How do you calculate your "walk away number" 13) What are the habits of the top foremen in the country? 14) What do the top 25% of all estimators do? 15) Technology - what is the best software in the world for the construction contractor? From the Inside Flap Stevens Construction Institute, Inc is a Management Consulting firm, which works only with Construction Contracting Organizations. Our Consulting and Training Practice assists Contractors in working smarter in the areas of Estimating, Pricing and Bidding, Project Management, Financial Management. In other words, we help our clients improve technical processes and people skills. We provide training and consulting to General, Building and Specialty Contractors nationally. We work privately with construction companies and give public seminars with associations. In a sentence, we consult and train with construction people on construction processes. Our value to our clients is: Business Evaluation - an evaluation of a company's people and processes. We gather extensive information about a company, analyze it and then present a detail report. The report includes among other things an action plan to improve the company's operations. Productivity Improvement - reducing lost time and thus increasing the amount of installed work is a goal of all contractors. We assist construction companies in identifying the contributors to wasted time and create processes that speed the processes of construction. Estimating, Pricing and Bidding - Consulting and training for contractors who want to improve their estimating skills or want to know different pricing and bidding strategies. Project Management - We help and train contractors work smarter in the areas of project management and project control. The field is where we make or lose money. This area will always be a focus of the industry. Financial Management - Limited financial resources need to be managed. We assist and teach contractors current financial management practices to keep them fiscally stronger. Negotiating / Client Skills - we teach contractor focused skills and strategies to earn and sell better agreements and keep those agreements fair. Working with a client is critical to keep from leaving money on the table and to win referrals. Company Business Process Manuals - We document your processes - new and existing - and produce procedure manuals for the above areas. This keeps confusion low and

compliance high to your process among staff members.