

MARKUP & PROFIT A CONTRACTOR'S GUIDE

Revisited

Few construction companies fail because of poor building practice; they fail because of poor pricing practice. To succeed in a construction business, you have to price your jobs to cover all labor, material and overhead expenses, pay yourself a decent salary, and make a profit that will keep your company thriving. And a large part of that is knowing how to figure the correct markup for your business.

In this hands-on manual, Michael Stone, a highly-successful contractor, lecturer and construction consultant, explains the differences between markup and margin, and how to use both to calculate the correct sales price for your company. He explains, in simple layman's language, why the price of most construction projects must be based on the cost of the project, when almost every other business can set their prices based on the market. You need to be profitable, not competitive.

Here, you'll find tried and tested formulas that guarantee profits, with step-by-step instructions and easy-to-follow examples to help you learn how to make your business a success. You'll learn how to:

- Calculate your full overhead
- Price your work at the proper markup
- Maintain a stable cash flow
- Figure all your job costs
- Estimate your breakeven point
- Recognize warning signs in your business
- Compute a fair wage for yourself
- Collect on your work

But calculating markup is only part of the picture. In this updated and expanded edition of the top-selling original, Mr. Stone covers new ground. For both existing and startups, he provides the keys to a profitable business – the basics of running a construction company, whether you're a general or specialty contractor working in remodeling, new construction or commercial work. The principles outlined here apply to all construction-related businesses. If you're going to beat the odds and stay in business – profitably – you need to know how to:

- Write good contracts
- Hire the right employees
- Create punch lists that work
- Maintain relationships with subs and suppliers
- Deal with unhappy clients
- Make it through tough times

Comments about the first edition:

"So much of what you say in the book is so true. I am a highly respected contractor and love the trade that I'm in ... I can do the work in my sleep but still struggle pulling the business aspect of it together. Your book has already answered so many questions for me and better prepared me for my working relationship with my clients."

– Exeter, New Hampshire

"... a book that everyone should read the first day they start their own company. I can't tell you how many questions I have had since day one that I have asked other experienced contractors that you answered in your book."

– Tucson, Arizona

"I just wanted to say thank you for taking the time to put such a great guide together. It has been a key factor in turning our business around."

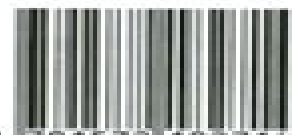
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Kathleen Armour



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