



# The Builder's Guide to Running a Successful Constructi (For Pros By Pros)

*David Gerstel*

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## **The Builder's Guide to Running a Successful Constructi (For Pros By Pros) David Gerstel**

You don't need an MBA to create and run a thriving construction business, as David Gerstel knows from his own experience. But you do need a tight grip on the fundamentals of construction management and business organization. In this book, Gerstel shows you step by step how to drum up business, choose the right jobs to bid, and estimate them efficiently and accurately; write strong and balanced contracts, work with clients and architects, and document and collect for change orders; set up a compact office, organize and keep your books, and purchase cost-effective insurance; hire and manage crews, maintain a safe and productive work site; and keep your jobs on schedule. If you're starting your own contracting business, the systems Gerstel offers will help you get going with low overhead and without drowning in paperwork. If you already run your own company, but feel overwhelmed, this book will give information that can cure those management headaches and help you gain control of your operation. Even if you're a seasoned and successful builder, Gerstel's innovative ideas can help you sharpen your management skills and tighten up your procedures.

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