



# Construction Business Management: What Every Construction Contractor, Builder & Subcontractor Needs to Know

*Nick Ganaway*

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## **Construction Business Management: What Every Construction Contractor, Builder & Subcontractor Needs to Know** Nick Ganaway

Written by a general contractor of 25 years, Construction Business Management offers the lessons learned from both good and not-so-good decisions. Read what it takes to build all aspects of a business that's profitable, enjoyable, and enduring:

a.. Contract Terms & Conditions (to include and to avoid) b.. Fair Allocation of Risk Between Contractor and Owner c.. How to Make Sure You're Paid What You're Owed d.. Critical Dos and Don'ts of Mechanics Liens e.. How to Select, Hire, and Keep Golden Employees f.. How to Choose Accountants, Lawyers & Insurance Agents g.. How to Target, Check out, Land, & Retain Profitable Customers h.. Effective Marketing Even the Smallest Contractor Can Afford i.. The Required Success Characteristics of a Contractor j.. Avoiding the 57% Four-Year Contractor Failure Rate k.. Opportunities & Requirements of Retail Construction l.. The Importance of the "Human Factor" And much more that will pay off now and throughout your career.

Written for contractors, key employees, subcontractors, students, and facility executives. Check out the Table of Contents for more detail.

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