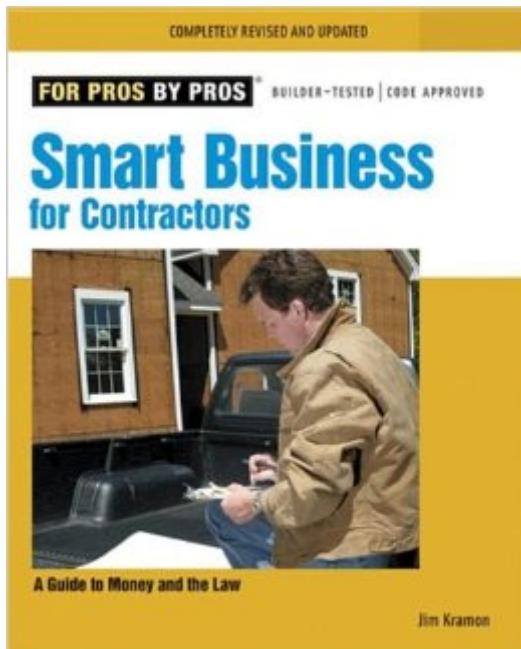


The book was found

Smart Business For Contractors: A Guide To Money And The Law (For Pros By Pros)



Synopsis

You are a contractor. You know your trade, and you're good at it. But what about the unique financial and legal concerns of running a construction business? Do you have the right tools for dealing with money and the law? Attorney Jim Kramon provides all the information you need to turn your hard work into greater financial security.

Book Information

Series: For Pros By Pros

Paperback: 236 pages

Publisher: Taunton Press; Revised ed. edition (January 1, 2007)

Language: English

ISBN-10: 1561588938

ISBN-13: 978-1561588930

Product Dimensions: 7.9 x 0.6 x 10 inches

Shipping Weight: 1.4 pounds (View shipping rates and policies)

Average Customer Review: 4.3 out of 5 starsÂ See all reviewsÂ (14 customer reviews)

Best Sellers Rank: #691,004 in Books (See Top 100 in Books) #61 inÂ Books > Law > Business > Construction #104 inÂ Books > Crafts, Hobbies & Home > Home Improvement & Design > How-to & Home Improvements > Contracting #281 inÂ Books > Business & Money > Management & Leadership > Industrial

Customer Reviews

This was an interesting book. I kind of liked it. It was certainly clear and straightforward. And I think it probably can be helpful to some contractors who are clueless as to how to run a business. There is a lot of practical advice provided here. The funny thing, at least to me, is that it comes across as preaching the same fluff that bar associations sell in the form of CLE booklets for young lawyers to buy who want to start their own law practice. Not much original content is included in this book. Those CLE booklets all talk about the billable hour and how it is how to price your services. While I agree that all business people should price their company's goods and services so the owner has a certain amount of taxable income at year-end, it is very short sighted to worry about profit margins on each hour worked PER PROJECT. You will want to factor minimum hourly rates for time into your bid, but you should ALWAYS quote what the market will bear. And this amount is higher than what this book tells you to charge. The biggest problem I had with this book is that it fails to talk about the importance of having a written business plan. A sound 25-35-page business plan

would be the contractor's roadmap to success. And it covers all the things mentioned in this book and more. It would include financial reports, i.e., balance sheets, income statements, and cash flow statements. And if the contractor fails to do business the way the plan dictates, then the contractor could evaluate why his company is coming up short and take corrective action. Besides a chapter on why a business plan should be researched and written, I think the book should have had a nuts and bolts chapter on how to put a business plan together. And I didn't particularly like the outline of this book.

[Download to continue reading...](#)

Smart Business for Contractors: A Guide to Money and the Law (For Pros By Pros) Pricing and Cost Accounting: A Handbook for Government Contractors: A Handbook for Government Contractors Fantasy Football for Smart People: Daily Fantasy Pros Reveal Their Money-Making Secrets Investing: guide for beginners: understanding futures,options trading,stocks,bonds,bitcoins (finance,investing,retirement,adults,children,lifetime,income,business,budgeting,accounting, ...) Business & Money, Budgeting & Money) Dropshipping: How To Make Money Online Fast From Home With A Dropshipping Business (FBA, Ebay, Shoptify, Private Label, Passive Income, Retail Arbitrage, Make money from home,Online business) Apple's Homekit Smart Home Automation System Handbook: Discover How to Build Your Own Smart Home Using Apple's New HomeKit System (Smart Home Automation Essential Guides Book 7) Atlas Electrical Contractors Business Forms BUSINESS:Business Marketing, Innovative Process How To Startup, Grow And Build Your New Business As Beginner, Step By Step Online Guide How To Effective ... Grow And Build Business As Beginner) Framing Floors Walls Ceilings (For Pros By Pros) Bathroom Remodeling (For Pros By Pros) Plumbing (For Pros By Pros) Framing Roofs (For Pros By Pros) Building with Masonry: Brick, Block & Concrete / For Pros by Pros Home Based Business Escape Plan: How To Make \$10,000 Per Month With Your Own Part-Time, Online Lifestyle Business: Home Based Business Ideas (Home Based Business Opportunities) Multilevel Regulation of Military and Security Contractors: The Interplay between International, European and Domestic Norms (Studies in International Law) Construction Law for Design Professionals, Construction Managers and Contractors Sports Betting: The Secret System to Success and Make Money (Win Money Betting System) (Sports Betting, Make Money, Betting Strategy) Debt-Free: How to Get Out of Debt To Your Road Towards Financial Freedom (Get Out of Debt, Budgeting Money, Save Money, Credit Card Debt, Wealth Management, Credit Control, Money Tips) Earthquake Strengthening for Vulnerable Homes: A Practical Guide for Engineers, Contractors, Inspectors and Homeowners Dear Mom & Dad: Help Me Help You: An Elder Law Attorney's Guide to Smart Strategies & Difficult

Conversations About Health and Money

[Dmca](#)