

Construction And Contracting Business: Entrepreneur's Step By Step Startup Guide - Entrepreneur Magazine

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Build a Successful Business If you're good with your hands and have a great business sense, now is the time to start your own construction or contracting firm. Independent contractors can earn upwards of six figures a year doing remodels, new construction, home additions and more. Author Gregg Kuehn has 30 years of experience in the industry-and now he reveals his secrets to starting and running a profitable business. Learn how to: Attract clients through multiple channels: marketing, advertising and word-of-mouth recommendations Set a budget and write an accurate estimate for any type of job Price your products and services to be competitive while maximizing profits Hire and train great employees-and handle any employee problems Deal with problem clients, earn their trust and address their complaints Detailed examples and stories from real-life contractors show you what to do-and what not to do-on your path to success. Learn how to avoid the most common mistakes and get started today with your own thriving construction business. The First Three Years In addition to industry specific information, you'll also tap into Entrepreneur's more than 30 years of small business expertise via the 2nd section of the guide - Start Your Own Business. SYOB offers critical startup essentials and a current, comprehensive view of what it takes to survive the crucial first three years, giving you exactly what you need to survive and succeed. Plus, you'll get advice and insight from experts and practicing entrepreneurs, all offering common-sense approaches and solutions to a wide range of challenges. Pin point your target market Uncover creative financing for startup and growth Use online resources to streamline your business plan Learn the secrets of successful marketing Discover digital and social media tools and how to use them Take advantage of hundreds of resources Receive vital forms, worksheets and checklists From startup to retirement, millions of entrepreneurs and small business owners have trusted Entrepreneur to point them in the right direction. We'll teach you the secrets of the winners, and give you exactly what you need to lay the groundwork for success. BONUS: Entrepreneur's Startup Resource Kit! Every small business is unique. Therefore, it's essential to have tools that are customizable depending on your business's needs. That's why with Entrepreneur is also offering you

access to our Startup Resource Kit. Get instant access to thousands of business letters, sales letters, sample documents and more all at your fingertips! You'll find the following:

The Small Business Legal Toolkit When your business dreams go from idea to reality, you're suddenly faced with laws and regulations governing nearly every move you make. Learn how to stay in compliance and protect your business from legal action. In this essential toolkit, you'll get answers to the how do I get started? questions every business owner faces along with a thorough understanding of the legal and tax requirements of your business.

Sample Business Letters 1000+ customizable business letters covering each type of written business communication you're likely to encounter as you communicate with customers, suppliers, employees, and others. Plus a complete guide to business communication that covers every question you may have about developing your own business communication style.

Sample Sales Letters The experts at Entrepreneur have compiled more than 1000 of the most effective sales letters covering introductions, prospecting, setting up appointments, cover letters, proposal letters, the all-important follow-up letter and letters covering all aspects of sales operations to help you make the most of your sales efforts.

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