

TAUNTON'S

FOR PROS BY PROS®

RUNNING A SUCCESSFUL CONSTRUCTION COMPANY

COMPLETELY REVISED AND UPDATED



DAVID GERSTEL

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An Important Note to the Reader: Legal issues and dollar figures

Running a Successful Construction Company covers several topics including accounting, taxes, insurance, contracts, and labor relations that are subject to federal and other laws. The text is intended as a guide to the subjects from a builder's perspective, not as a substitute for expert counsel. In all matters that involve local, state, and federal laws, builders should seek additional help from government agencies, attorneys, accountants, brokers, or other appropriate professional sources.

In writing this book, along with relating on my own experiences I have described the experiences of others to illustrate ideas in the text. Where appropriate, I have given their real identity, but occasionally, I have taken the liberty of changing place, name, and time to maintain anonymity.

All dollar figures cited have been adjusted for inflation to year 2001 values.

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Years ago, I learned that every writer needs a good editor. Without a capable editor giving you feedback, you lose a clear sense of your own prose. You think you are being precise, but you are being vague. You think you're being funny; you are being silly. You worry that certain of your ideas are too obvious or boring. You are ready to toss them. Your editor stops you, letting you know that you are giving just the sort of practical advice that your readers want. For this book I was fortunate to have a superb editor—Jackie Parente of Editorial Services, LLC (www.editorial-services.com). She constantly coached me to clarify my ideas and steadily suggested ways of presenting material that I never would have thought of. Jackie worked on this book way beyond the call of duty. She put her heart into it. I am greatly indebted to her, as is every reader who takes away something useful from *Running a Successful Construction Company*.

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