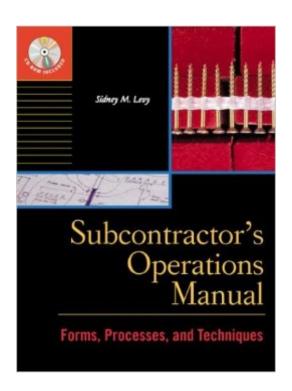
The book was found

Subcontractor's Operations Manual: Forms, Processes, And Techniques





Synopsis

Subcontractor's business success kit. Ready to take your subcontracting business over the top?

Just follow the step-by-step techniques and procedures in Subcontractor's Operations Manual, by

Sidney M. Levy. Here's everything you need to make your company more productive and profitable,
including rock-solid advice for bidding on jobs, negotiating with general contractors, drawing up
airtight contracts, scheduling work, dealing with change orders and more. What's more, you get a

CD-ROM packed with nearly 40 reproducible business letters and forms you can use as is or easily
customize. You'll see how to ask a general contractor to interpret specs...how to request a work
inspection by the architect or engineer...even how to respond to an order to accelerate the work
schedule. This business-building resource gives you the know-how to: *Win the contracts you need
and want*Achieve bondability*Negotiate favorable terms*Prepare and stick to schedules*Handle
claims and disputes*Deal with difficult general contractors*Develop marketing and business
plans*Assemble design-build teams*Write effective business communications*And much more.

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Excellent book for any subcontractor in the construction and remodeling business

Good.

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