

Conquer Construction Chaos

3 Innovative Options for Trades – Builders – Remodelers...



Robert Cain
Business Unit Leader
BuildTools & Bolt



Diane Gilson
President & Founder
**Info Plus Accounting, Inc. &
BuildYourNumbers.com**



Why We're Teaming Up Today

- QuickBooks desktop is a multi-featured software for job costing, reporting by account, and reviewing estimated vs. actual costs based on cost codes.
 - Cloud access – via hosting – is becoming more popular.
 - **Even** though it can be customized to provide critical management reports, it's missing some communication and tech features many contractors really want.
- That's why I wanted Bob to show us some of the specific tech, productivity, communication, and profit-enhancing features you get with 3 ECI software options:
 1. **BuildTools** (*Project Management for Custom Home Builders and Remodelers*)
 2. **Bolt** (*Project Management and Scheduling Jobs for Trade Contractors*)
 3. **ThermoGrid** (*Contractor Dispatching*)



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ABOUT BOB CAIN

- **Business Unit Leader** for BuildTools and Bolt at ECI
- **Responsible for** customer experience, business expansion, team growth, software development and daily operations
- **25 years of experience in residential construction**
- **Involved in his local Home Builder Associations,** BLSJ and NJBA since 2004
- **Certified Graduate Associate (CGA)** designation from the NAHB and is a **Certified NAHB Instructor** with the University of Housing
- Bachelor's degree with a Major in **Business Information Systems Management**
- **A wife, 3 kids (and a dog 😊)**
- **Rutgers Certified youth coach.** Currently coaching tackle football and travel softball for teams in which his children participate

ABOUT DIANE GILSON

- **Consultant, Trainer, Speaker, Author and Product Developer**
- **25+ Years** Working with Business Owners & Accounting Staff to Help Develop Job-Cost & Management Accounting Systems
- **Certifications and Awards:**
 - **Emeritus (Lifetime) U.S. ProAdvisor of the Year**
 - **Top Niche Practice (Construction) ProAdvisor**
 - 10-year Top 100 ProAdvisor
 - Certified Advanced & Enterprise ProAdvisor
 - CPA background
 - Certified Internal Auditor background
- **Extensive Accounting Background & Experience**
 - 16 years of public accounting
 - 13 years of banking
 - Founder of Info Plus Accounting in 1994



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Giveaway
result!

ECI Software Solutions – Q&A

- How did these programs come into existence?
- What is your process for taking on new clients?
- How do you go about supporting new customers?
- What kinds of fees do you charge?
- What is your “stick” (success) rate?
- Where are you located and how many people are in your company?
- How can people learn more or get in touch with you?

Q & A



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To see how other construction companies use Bolt, Build Tools, and Thermogrid to transform their operations, click the link below:

<https://www.ecisolutions.com/industries/residential-construction/>

Questions?

Contact Bob and the BuildTools Team at: **877-693-2171**

Be sure to let your ECI representative know that you watched our webinar (or the recording!)



See Job Cost & Various QuickBooks Resources

(developed by Diane) at:

[BuildYourNumbers.com](https://www.buildyournumbers.com)

- Our most popular product - Online Job-Cost Training for QuickBooks desktop:

[CAMP – \(Construction Accounting & Management Program\)](#)

- Pre-built Construction Template for QuickBooks: [AccountingPRO](#)

- Find out what your Employees REALLY cost:

[eCPA – Employee Labor Cost \(Burden\) Calculator](#)

- Accurate reports every month: [Month-End Closing Checklist](#)

- Free Self-Assessment: [Profitability Management Tools](#)

- We'll help you choose the best QuickBooks & Enterprise software...

- **And much more...**

For questions or conversation, contact the Info Plus Team at:

734-544-7620 (9-5 Eastern) OR Help@InfoPlusAcct.com



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