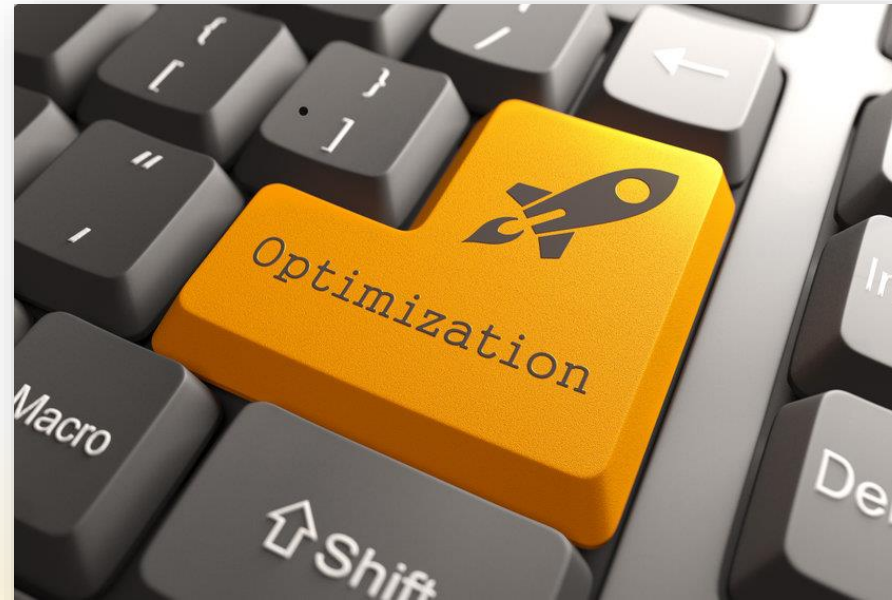


ECI BuildTools:

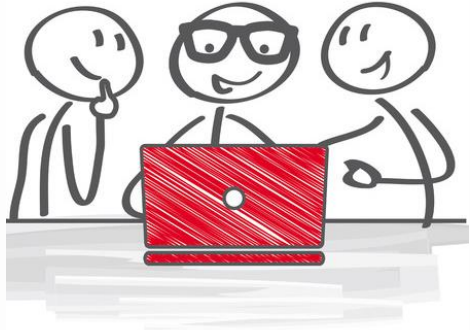
Technology, Productivity, & Profitability for Builders



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 terrific program for job costing, job-reporting based on accounts, and for seeing estimated vs. actual costs at a cost-code level!
- You can even get cloud access (via hosting) to allow multiple users to sign in simultaneously.
- **However:** Even though it can be customized to provide the management and job cost reports that are critical to management, it's missing various specific communication and "instant tech" features that many contractors really want.
- That's why I wanted Bob to visit with us to show us some of the various nifty tech, productivity, communication, and profit-enhancing features you can get with BuildTools (while maintaining the integrity of your detailed accounting data in QuickBooks desktop).



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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
- **22 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**
- **Extensive Accounting Background**
 - *16 years public accounting*
 - *13 years banking*
 - *Founder of Info Plus Accounting in 1994*
- **25+ Years Working with Business Owners & Accounting Staff to Help Develop Job-Cost & Management Accounting Systems**
- **Certifications and Awards:**
 - *Certified Advanced & Enterprise ProAdvisor*
 - *8-year Top 100 ProAdvisor*
 - *Top Niche Practice (Construction) ProAdvisor*
 - *CPA background*
 - *Certified Internal Auditor background*



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Giveaway
result!

BuildTools – Q&A

- How did this program come into existence?
- Who do you work with?
- What is your process for taking on a new client?
- How do you go about supporting new customers?
- What kinds of fees do you charge?
- How is this software different from BuilderTrend or CoConstruct?
- 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 Build Tools to transform their operations, click the link below:
[BuildTools Case Studies](#)

More Questions?

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

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



See Job Cost & Various QuickBooks Resources
(developed by Diane) at:
[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 Procedures](#)
- Free Self-Assessment: [Profitability Management Tools](#)
- Significant discounts on 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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