

Before You Sign...

Pre-Construction Contracts & Agreements



+



Michael Stone
Co-Owner
Construction Programs
& Results Inc
(MarkupAndProfit.com)



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



Why We're Teaming Up Today

- **Financial perspective:**
 - **BEFORE you commit to taking on a job**, it's essential to discover, understand, and plan for the various elements you'll encounter as you undertake a project!
 - Without that understanding:
 - ✓ *You'll be working in the dark as you create cost estimates and project pricing.*
 - ✓ *You could create a loss before your project even starts!*
- Primary issues companies face can include...
 - The excitement of the sale ("Close the deal – before it goes away!")
 - Falling prey to the "Fire, Ready, Aim" syndrome
 - Discovering (and "eating") the cost of unexpected gremlins as the project unfolds.
 - The risks of legal action



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ABOUT MICHAEL STONE

- **Position**
 - Partner in Construction Programs & Results, Inc, (Markup And Profit)
- **Author**
 - Markup and Profit; A Contractor's Guide Revisited
 - Profitable Sales, A Contractor's Guide
 - Estimating Construction Profitably
- **Speaker & Trainer**
 - Since 1982, 468 full-day business management classes to over 35,000 contractors and governmental agencies in 212 U.S. and Canadian cities
 - >1,250 shorter (four hours or less) classes on business management, estimating, and sales at national, regional, state and local events
- **Industry Experience**
 - Over 60 years in the construction industry
 - Owned his own successful remodeling company
 - Worked in sales and management for two construction companies in Portland, OR
- **Personal**
 - Father to five, grandpa to eight, husband of one
 - Fly fisherman (ties his own flies)
 - Maker of sawdust in his woodworking shop

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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Contracts: Details that “Make or Break” your Profits!

"A verbal contract isn't worth the paper it's written on."

(Samuel Goldwyn)



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Presentation...



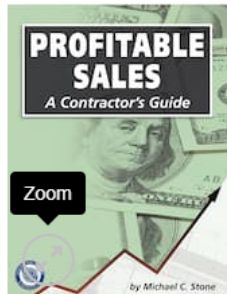
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Giveaway
result!

Markup & Profit.com – Q&A



Profitable Sales: A Contractor's Guide

★★★★★ (9 customer reviews)

\$27.95 – \$49.95

Michael Stone shares 30+ years of experience in residential remodeling and specialty sales in his book, *Profitable Sales: A Contractor's Guide*. Also available as an audiobook, you can [listen to a sample clip here](#).

- What other types of consulting & support do you currently offer?
<https://www.markupandprofit.com/more/>
- How are you different from other consultants?
- How do you take on new clients?
- How long do you typically continue to work with your clients?

Q & A



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Call: 360-335-1100

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 Checklist](#)
- Free Self-Assessment: [Profitability Management Tools](#)
- We'll help you choose the best QuickBooks & Enterprise software... (+ obtain preferred rates!)
- **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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