



HOW TO FIND (&FIX) THE 8 PROFITLEAKS IN YOUR CONTRACTING BUSINESS

How to Stop the Profit Leaks in your Contracting Business-

8 Places your money is trickling out!

How to use this Report.

Hi, if you want the biggest impact from this, can I share some tips with you? You need to be able to read this and think about it. Thinking is the most important work a business owner can do.

1. Print this off
2. Get out of the office
3. Go to a quiet coffee shop or library
4. Take notes
5. Put your ideas in your calendar and get to work!

I want you to get out of the office because if you're there, people will bug you. You won't get anything done. Go to a coffee shop so that you get a break and can focus on what needs to be done. This is important work.

Then, make sure to take notes so these ideas stick. You already know what to do- I'm just reminding you where to look. I've started, built, grown (and sold) a number of my own companies over the years. And I've been a business coach for the last 20 years. This is part of the process I take Contractors through all the time. Put it to work for you.

Thanks for getting this. I'm happy you took the step.

When you are ready to get serious about taking your business to the next level set an appointment with me [here](#).



Questions? Let's work through them together.
We can cover a lot in just 30 minutes. Scan the
QR code and book a call with us!



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1. You still have Low sales

Sounds obvious, right? But its not. Are you tracking your sales all the time and more importantly do you know if you have the right kind of sales for the way your shop is set up? Gaps in your sales really impact profits.

2. You're struggling with High Costs

Yup- Costs are a big leak – because there are literally 100's of little ones to watch. Are your costs in control? Do you have a system in place to track costs? Ideally a system you don't have to touch, but still puts the info in front of you. Then, regularly review them for accuracy and opportunities.

3. You can see wasted efforts

Is your unofficial motto “We do it right because we do it twice”? Or, are your guys going to Home Depot or the supplier daily? Look at your process for getting the job done. Is your system as clean, lean and efficient as it can be? What needs to change? Call or [email me](#) if you want to talk about some ideas for this.

4. Your weakness is in Estimating

This is the start of the job so mistakes here just echo all the way through the job. You can check for bad estimating by looking at your Bid price vs. Actual cost to complete a job. I used to ignore this when I ran my home Reno Company. I think I just didn't want to know, so I just ducked it. Wrong move. Now I know....

5. You have a Collections problem

Do you fee like you're the Bank because your clients are dragging out their



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payments to you? Get on top of collections right away, and get that cash back in the door. No more Net 30! And watch those change orders!

6. You're not working with Budgets you believe in

Budgets can be boring for many people. So it can be tough to sit down and do/review them. I get it. But—if profit is your goal, budgets set you up for the win.

7. You think its bad Accounting and Forecasting

Just by having a better way of looking at your accounting and forecasting, you can completely transform your business, without spending a dime. Call me if you want to talk about a better way to get the reports you need out of your company.

8. You work for the wrong Customer/ You aren't doing the best jobs.

It's called "knowing who our ideal customer is". Did you know I have this same conversation with contractors who do millions and those who are just barely breaking 500k? You already know if you have the wrong customer because they are just a hassle to deal with, either internally or externally. Find a way to fire them or find new jobs that let you do your best, most profitable work.



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This Document looks really simple but it's full of powerful tips, if you stay disciplined and track down the leaks.

Finding (and fixing) these leaks is exactly how you get to the next level in your business.

Have you ever heard the saying that

“Most businesses don't suffer from starvation... they suffer from indigestion”

That indigestion shows up in a number of places.. think of your business in terms of people, process, strategy, execution (GSD), and simple systems.

Let me help you. You don't have to do this on your own

Set an appointment with me here so we can discuss your goals and your bottlenecks.

Together we can figure this out and get the business running the way you want it to

[CLICK HERE](#) to set a time to meet.



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