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Michael Stone shares 30+ years of experience in residential remodeling and specialty sales in his book, "Profitable Sales, A Contractor's Guide". Now also available as an audiobook at Authors Direct, Google Play and Audible.. Discounts available for quantity purchases of the printed book.

Profitable Sales, A Contractor's Guide

Markup & Profit: A Contractor's Guide, Revisited. Markup & Profit hands you an easy-to-apply "toolkit" of practical rules and procedures to ensure that your business succeeds and doesn't become another construction statistic. Here you'll find simple and useful formulas, like one for determining the perfect amount of markup to apply to all your jobs -- based on your personal business needs and the type of work (remodeling,

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new construction, commercial).

Markup & Profit: A Contractor's Guide, Revisited

Calculate your full overhead Price your work at the proper markup Forecast increases in your overhead Set and keep a budget Figure all your job costs Sell yourself and your work Estimate your break-even point Recognize an unprofitable job Compute a fair wage for yourself Write a good contract

Markup & Profit: A Contractor's Guide - Revisited

Markup & Profit, A Contractor's Guide: Revisited explains the differences between markup and margin, and how to use both to calculate the correct sales price for any construction company.

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Product Description. To succeed in a construction business, you have to price your jobs to cover all labor, material and

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overhead expenses, and make a decent profit. The problem is knowing what markup to use. You don't want to lose jobs because you charge too much, and you don't want to work for free because you've charged too little.

Markup & Profit: A Contractor's Guide - PSI Online Store

Contractor markup is the sum of a contractor's overhead and profit. This number or percentage (as shown in most contractors' costs list) that gets added to a job's direct costs. The markup that a contractor sets for jobs can either make or break their business. It's an important figure that shouldn't be taken lightly by either contractor or customer.

A Guide To Contractor Markup: For Customers & Contractors ...

You'll learn how to: Calculate your full overhead Price your work at the proper markup Maintain a stable cash flow Figure all your job costs Estimate your

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breakeven point Recognize warning signs in your business Compute a fair wage for yourself Collect on your work

Markup & Profit; A Contractor's Guide Revisited

Small contractors may seek to net 20 percent of the contract price, which is the equivalent of a 25 percent markup. For job expenses of \$10,000, a contractor would add \$2,500 for a customer contract totaling \$12,500. The contractor would then take home 20 percent of the final amount, which is \$2,500.

What Is the Typical Markup for a Small Contractor? | Bizfluent

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Description Markup & Profit: A Contractor's Guide Revisited by Michael C. Stone Few construction companies fail because of poor building practice; they fail because of poor pricing practice.

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Introducing Michael Stone, author of the book Markup & Profit; A Contractor's Guide. Business management assistance for construction contractors.

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Markup and Profit, Michael Stone

Thanks to everyone that joined us today. It was a fantastic presentation by Michael Stone, owner of Markup and Profit. Michael Stone, the author of the best-selling book Markup and Profit; A Contractor's Guide Revisited, has more than five decades of experience in the building and remodeling industry.

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