



Starting Your Career as a Contractor: How to Build and Run a Construction Business

Claudiu Fatu

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This incisive, practical guide provides a thorough breakdown of the ins and outs everyone needs to know when turning contracting skills into a business. From summoning the motivation to start your own business to the intricacies of being your own boss, Claudiu Fatu artfully turns his personal experiences and those of other successful contractors into advice on every aspect of building a business. The chapters focus on:

Developing a business structure, including bank accounts, tax registration, insurance, and branding

Handling legal and accounting hurdles

Managing employees and dealing with clients

Using marketing systems to find and book work

Estimating and bidding on jobs

Writing contracts


Creating invoices and a billing system

Controlling costs, keeping records, and understanding profit margin

Planning retirement and other benefits for the self-employed

By teaching contractors to anticipate problems that can arise when dealing with clients, and to build a business plan that can support a contractor's talents in the best way possible, *Starting Your Career as a Contractor* is the ultimate manual to getting the job done right!

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