



Numbers Contractors Must Know and Track To Always Make a Profit

by
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Short Description of the Presentation:

Sure you do great work....but do you know your numbers? Knowing the numbers really is the key to profitability. This presentation will help the average contractor become, and stay, profitable by knowing what numbers to track and why.

The Number One Thing to Focus On In The Contracting Businesses

The Three Specific Company Goals

What Company Scorecards Need To Be Created

Know Your Numbers

Rule #1 – What is the best investment you can make

Rule #2 – All numbers (P/L, timecards, accounting, etc.) must have the same cost codes

Rule #3 – Be sure all team members know budget/productivity goals

Rule #4 – Job Costing....did the team hit the goals

What Numbers Need To Be Reviewed Every Month?

What Numbers Need To Be Reviewed Each Week?

