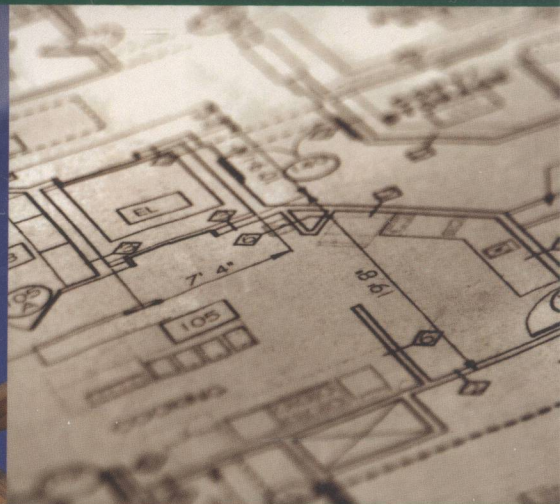


R. DODGE WOODSON

BE A SUCCESSFUL

BUILDING CONTRACTOR

THIRD EDITION



- Quick Calculations
- Land development tips and techniques for builders
- “Getting Computerized” chapter updated
- Tip boxes added throughout

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Be a Successful Building Contractor

R . D O D G E W O O D S O N

Third Edition



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Be a Successful Building Contractor

*This book is dedicated to my children, Afton and Adam.
They are very special and deserve more of my time than
I have given them while writing this book.*

*Victoria, Nate, and Jon are also critical people in my life
and they are all thanked for their help.*

Introduction

Are you tired of pounding nails? Has your boss been giving you a rough time and very little money? Change it. Go into business for yourself as a builder. Make some serious money without climbing on the roof. Are you an organized person who can perform as a business owner? If so, you don't need carpentry experience to make a solid income as a general contractor.

I have built as many as 60 single-family homes per year. My background includes remodeling, plumbing, land development, and real estate, but I have lived in and around the trades for about 30 years. This book will show you how to leave your job or step up to a higher level in your business interest to make some substantial income as a general contractor. If you happen to be a carpenter, you have an added advantage. But, you don't need any trade experience to be a successful building contractor.

The key to making money as a builder is organization. Other elements come into play, and they include the following:

- Field experience is very helpful.
- A good credit rating helps.
- Being able to take control of difficult situations is essential.
- Time management skills will add to your success.
- Having money in the bank never hurts.

All of the items I have just mentioned are major factors, but anyone can do this. You don't have to be a carpenter to be a builder. I am not one, and

I've been doing this since 1979! You have to be able to run a business and deal with subcontractors if you want to make this career work. It's not that hard for dedicated people.

What's in it for you? Most builders add approximately 20 percent to their cost for the construction of a house. You do the math for you area. In general, a \$200,000 house relates to a potential builder profit of \$40,000. This is not a bad return for 90-120 days of work if you have the right crews.

The job is not easy. If you are not willing to do a lot of phone work at night, you might want to consider other options. Being a builder is stressful, but at the same time it is very rewarding. You can ride around town and say, "I built that." Venturing into building can take two main directions. You can be the person who is making the house come together as a hands-on builder, or you can take the white-collar approach. Both work, and the money is not bad.

I've done this a long time and am sharing with you my life experiences, which should save you a lot of trouble and lost money. Learn from my mistakes. That is what this book is about. I want to see my experience help you succeed as a reputable builder. Take some time to check out the table of contents and to thumb through the book. The forms alone are nearly priceless for a rookie. Really, this is your ticket to success by learning from my mistakes. I hope you enjoy the read.

Contents

Introduction	xix
--------------	-----

C H A P T E R O N E

Welcome to the Construction Industry	1
---	----------

Basic Needs	3
-------------	---

First Hurdles	4
---------------	---

Knowledge	9
-----------	---

The Dangers	10
-------------	----

How Many Houses Can You Build?	11
--------------------------------	----

How Much Money Can You Make?	11
------------------------------	----

C H A P T E R T W O

Getting Your Feet Wet	13
------------------------------	-----------

Which Type of House Should You Build First?	15
---	----

Picking the Right House Plan	16
------------------------------	----

Your Edge	16
-----------	----

Bringing It All Together	20
Test the Waters	21

C H A P T E R T H R E E

What Do You Want to Accomplish in Your Business Career? 23

When Your Job Becomes Your Business	24
Construction Offers You Many Business Opportunities	25
What Do You Want from Your Business?	25
Where Do You Want Your Business to Be in Five Years?	27
What Type of Customer Do You Want to Serve?	28
What Role Will You Play in The Business?	30
Have You Evaluated Your Cash Reserves?	31

C H A P T E R F O U R

Taking the Plunge 35

Keeping Your Expenses in Check	36
Beating Heavy Overhead Expenses	36
Learn What Expenses to Cut	41
Know Which Expenses Are Justified	43
Cutting the Wrong Expenses Can Be Expensive	44
Looking Into the Future	47
Long-Range Planning Pays Off in the End	49
Focusing on Change	50

C H A P T E R F I V E

Getting Organized and Ready to Work 55

Choosing Your Business Structure	55
----------------------------------	----

What Type of Business Structure Is Best for You?	57
Learn the Pros and Cons of Each Form of Business	59

C H A P T E R S I X

15 Mistakes Builders Make That You Can Avoid 63

It Takes More Money Than You Think	64
Avoiding Heavy Overhead Expenses	65
Too Cautious	65
Select Your Subcontractors Carefully	66
Set Up a Line of Credit	66
Get It in Writing	75
Stay Away from Time-and-Material Prices	76
Check Zoning Regulations	76
Covenants and Restrictions	77
Insurance	77
Inaccurate Quotes	78
Inspect Your Jobs Frequently	78
Customer Relations	79
Change Orders	79
Never Get Too Comfortable	81

C H A P T E R S E V E N

The Pros and Cons of Building Model Homes 63

It's Easier to Sell	84
Credibility	85
Extra Attention	85
The Disadvantages	86
Subdivisions	87

Building Here and There	87
My Personal Opinion	88

C H A P T E R E I G H T

Courting Bankers **89**

Good Credit Is Crucial to a Growing Business	89
Trade Accounts	91
Selecting Your Lending Institutions	93
How to Establish Credit When You Have None	94
How to Overcome a Poor Credit Rating	97
Seven Techniques to Assure Your Credit Success	99
Credit for Your Customers	101
An Edge	103
Bonds	103

C H A P T E R N I N E

Selling Without Having a House to Show **105**

The Basics	106
Talk Less and Listen More	106
People Like to Talk	107
Getting Down to Business	108
The Key Elements	112

C H A P T E R T E N

Opening Your Own Office **113**

Should You Work from Home or from a Rented Space?	113
Self-Discipline	114

Storefront Requirements	114
Commercial Image	115
Assess Your Office Needs	115
Location Can Make a Difference	117
How Much Office Can You Afford?	117
Answering Services Compared to Answering Machines	119

CHAPTER ELEVEN

Finding the Best Building Lots 121

Not All Lots Are Created Equally	122
Utility Hookups	123
Lay of the Land	125
Flood Zones	126
Trees	126
Access	126
Restrictions	127
Finding the Cream of the Crop	128

CHAPTER TWELVE

Controlling Desirable Lots in Subdivisions Without Buying Them 131

Takedown Schedules	132
Options	133
Stretch Your Money	137

CHAPTER THIRTEEN

Developing Your Own Building Lots 139

Little Deals	140
When Things Go Right	142

Mid-Size Deals	143
Big Deals	144
It's Tempting	144

C H A P T E R F O U R T E E N

Building on Speculation 145

Picking Lots and Plans	146
Target Your Market	147
Hitting Your Mark	148
A Safety Net	150
Colors and Products	152
Selling Your Spec Houses	155

C H A P T E R F I F T E E N

Selling with Real-Estate Broker 157

Sell It Yourself?	158
In-House Sales	159
Buyer's Agents	161
Seller's Agents	161
Big Real-Estate Companies	162
Ask Questions	163
The Commission	164
Multiple Listing Service (MLS)	164
Doing the Grunt Work	165

C H A P T E R S I X T E E N

Managing Your Time and Your Money 167

Time Is Money	167
---------------	-----

Budget Your Time	168
Know When You Are Wasting Your Time	170
Controlling Long-Winded Gab Sessions	171
Set Your Appointments for Maximum Efficiency	172
Reduce Lost Time in the Office	173
The A List and the B List	174
Reduce Lost Time in the Field	174
Using a Tape Recorder to Improve Efficiency	175
Should You Have a Cell Phone?	175

CHAPTER SEVENTEEN

Adding a Computer to Your Toolbox 177

Desktop Alternatives	178
Getting Started	178
How Will a Computer Help Your Business?	179
Building Customer Credibility with Computers	183
Spreadsheets, Databases, and Word Processing	185
The Power of Computer-Aided Design (CAD)	188
Selecting Your Hardware	189

CHAPTER EIGHTEEN

Keeping Track of Your Cash 191

Keeping Your Accounts Receivable and Payable Under Control	192
Cash Flow	192
Looking Ahead to Financial Challenges	193
Money Management	194
Contract Deposits	195
Eliminating Subcontractor Deposits	196

Stretch Your Money	196
Credit	197
Collecting Past-Due Accounts	197
Construction Loans	198
Taxes	199
Surviving an IRS Audit	201
The Legal Side	202
Choosing Attorneys and Accountants	203
Documenting Your Business Activity	204
Contracts, Change Orders, and Related Paperwork	206
Good Contracts Make Satisfied Customer	239

C H A P T E R N I N E T E E N

Trucks, Tools, Equipment, and Inventory **241**

Leasing vs. Purchasing	242
Separate Needs from Desires	244
Financial Justification	245
How Much Inventory Should You Stock?	246
Controlling Inventory Theft and Waste	247
Stocking Your Trucks Efficiently	248

C H A P T E R T W E N T Y

Subcontractors, Suppliers, and Building Officials **249**

Subcontractors	250
Suppliers and Vendors	250
Materials	257
Choosing Subcontractors	267
Dealing with Suppliers	277

Making Your Best Deal	278
Expediting Materials	279
Avoiding Common Problems	280
Building Good Relations with Building Code Officials	281

CHAPTER TWENTY - ONE

Bidding Methods That Really Work 285

Word-of-Mouth Referrals	285
Customer Satisfaction	287
Reaching Out for a New Customer Base	287
Payment, Performance, and Bid Bonds	290
Big Jobs—Big Risks?	291
The Bid Process	294
Preparing Accurate Take-Offs	295
Pricing	297
What Is a Profitable Markup?	301
How Can Your Competitors Offer Such Low Prices?	302
Pricing Services for Success and Longevity	303
Proper Presentation	305
Know Your Competition	308
Effective Estimating Techniques	308

CHAPTER TWENTY - TWO

Jobsite Safety Makes Good Sense and Cents 309

Let's Talk About OSHA	310
Trenching	311
Personal Protection	311
Developing a Good Safety Program	312

C H A P T E R T W E N T Y - T H R E E

Keeping Your Customers Happy 313

Meeting Your Customers on Their Level	313
Qualifying Your Customers	314
How to Satisfy Your Customers	316
Public Relations Skills	318
Establishing Clear Communication Channels with Customers	318

C H A P T E R T W E N T Y - F O U R

Creating and Promoting an Attractive Business Image 325

Public Perception Is Half the Battle	326
Picking a Company Name and Logo	327
How Your Image Affects Your Clientele and Fee Schedule	329
Your Image Is Difficult to Change	331
Set Yourself Apart from the Crowd	332
Build Demand for Your Services Through a Strong Image	334
Joining Clubs and Organizations to Generate Sales Leads	334
There Is No Business Without Sales	335
Marketing Is Pivotal to Any Business	335
Should You Enlist Commissioned Salespeople?	336
Where Should You Advertise?	337
What Rate of Return Will You Receive on Advertising Costs?	340
Use Advertising for Multiple Purposes	341
Building Name Recognition Through Advertising	342
Generating Direct Sale Activity with Advertising	342
Without Advertising the Public Will Not Know You Exist	343
Promotional Activities	343
How to Stay Busy in Slow Times	344