

# **Strategic Planning for Contractors**

Ted Garrison



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#### Strategic Planning for Contractors Ted Garrison

Strategic Planning for Contractors is a practical guide to help general contractors, subcontractors, homebuilders, designers, and vendors in the construction industry build more profitable businesses. This book explains why contractors who focus on the needs of the clients, employees and the company out perform their competition. In the process it provides answers to many of the challenges facing the construction industry including: . Difficulty in finding and retaining qualified skilled workers. . Difficulty in recruiting and retaining qualified managers. . Difficulty finding qualified subcontractors. . Declining profit margins. . Increased competition. This book provides a practical strategy for construction industry business owners to take back control of their businesses. Every business needs a highly focused business strategy to reach it's full potential. This book shows you how to do that!



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