



How to Start and Operate an Electrical Contracting Business

Charles Ray

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The first full-scale blueprint for starting and managing a successful electrical contracting business. Written by an expert, this practical manual covers everything from getting started and estimating jobs to managing financials and achieving profit goals. For an electrician starting a new business, or growing an established one, Charles Ray offers the right advice for a clear path to success. Writing in no-nonsense, easy-to-follow language, Ray presents an encouraging view of what it takes to start and operate a contracting business, and covers all the bases: estimating and bidding fundamentals; partnership pros and cons; market research and planning for the future; promoting new business; suretyship, underwriting, and bonded projects; communication skills. The expanded organization of the second edition reflects recent changes in the market, making this book the place to go before you get your business off the ground!

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