

# IMPROVING PROFITS BY KNOWING THE NUMBERS

-Finances Seminar-

## Is your contracting business as profitable as it could be?

This program offers detailed solutions to the number one problem encountered by contractors: failure to charge enough and know the numbers. More than just an accounting seminar, this program discusses how lack of income and the stressful nature of an unsuccessful business can affect family, personal, and professional life. The subject matter makes this program ideal for owners, spouses, and partners of contracting firms.

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### Topics Covered:

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- ◆ **Skills of Running a Successful Business**  
*Get the work, do the work, and make money while doing it*
- ◆ **Time Management**  
*Play many roles, and prioritize what is important about each of them*
- ◆ **Wonder, Blunder, Thunder, Plunder**  
*Investigate what makes a contractor succeed or fail*
- ◆ **How to Set Up Your Books**  
*Spot the financial plans and systems that are right for your business*
- ◆ **Contracting Success**  
*Charge enough to cover overhead and perform the job in the allotted time*
- ◆ **Your Business and You**  
*Alter your business to fit your needs and personality*
- ◆ **Getting the Numbers Right**  
*Track production accurately, and learn what price you should charge*



©Proof Management  
2540 Professional Rd., Ste 3  
Richmond, VA 23235  
Phone - 804-267-1688  
Fax- 804-267-1689  
[www.proofman.com](http://www.proofman.com)

PROOF Management instructors are experienced industry speakers who have taught hundreds of these programs and published numerous articles on these issues in top trade magazines.