



Slow Time

Have you been hit hard by the economy? Are you in between jobs waiting for that next contract to be signed? What do you do with the spare time? This is the perfect time to review your business systems and controls. Think about what is working and what is not, what you can do to improve your procedures and which ones to re-think. Does your estimating system need an overhaul? Do you have a strategy in place to handle change orders profitably? Could your accounting system be better?

Use some of this time to do research. Investigate new technologies, browse trade websites and blogs. Learn about new tools and trade techniques that will help you finish your jobs faster and under budget. Consider updating your accounting system. Find one that will help you create estimates, generate budgets, track job costs, print invoices, and project profitability.



Take advantage of this time to prepare your business to make the most of the next busy season. Getting your ducks in a row now, will ensure that you are ready then, allowing you to devote your time to what you do best.

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