



Managing the Profitable Construction Business: The Contractor's Guide to Success and Survival Strategies

By Thomas C. Schleifer, Kenneth T. Sullivan, John M. Murdough

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Take control of your construction contracting business and manage it through the natural highs and lows of the construction market.

Learn from a team of construction business veterans led by Thomas C. Schleifer, who is commonly referred to as a construction business "turnaround" expert due to the number of construction companies he has rescued from financial distress. His financial acumen, combined with his practical, hands-on experience, has made him a sought-after private consultant. His experience and no-nonsense philosophy have truly given him a unique perspective. Important topics covered include:

- Understanding the primary areas of construction business failure in the next decade
- Minimizing business risk with real-world examples
- Developing a positive and competent management attitude and strategy

Discover how to maneuver through this complicated and risky industry by using the authors' research and proven success strategies to sustain and grow your business.

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About the Author

DR. THOMAS C. SCHLEIFER, Ph.D. has 45 years of industry experience and was founder and President of the largest international consultancy firm serving the contract surety industry. He was an Eminent Scholar and Research Professor at the Del E. Webb School of Construction at Arizona State University. Dr. Schleifer, is known as "a turnaround" expert because of the number of companies that he has rescued from financial distress.

DR. KENNETH T. SULLIVAN, Ph.D. is an Associate Professor of Civil and Environmental Engineering at Arizona State University. He is Director of the Facility Management Research Institute and Co-Director of the Performance Based Studies Research Group.

JOHN M. MURDOUGH, CPA is Principal of Pittman & Murdough, founded in 1989. Mr. Murdough is a well-known and respected construction accounting and business strategies specialist.

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