

TRADESPHERE PRESS



THE
**CONTRACTOR'S
PLAYBOOK**

*Pricing jobs. Writing contracts.
Getting paid. Growing past yourself.*

**A SHORT GUIDE FOR CONTRACTORS
AND SMALL TRADE BUSINESSES**

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About This Book

Most contractors don't lose money because they're bad at the trade. They lose it because the business side — pricing, contracts, invoicing, scope control — gets handled with guesswork instead of a system. A job looks profitable on paper, then barely breaks even once materials run over and "just one more thing" keeps getting added for free. An invoice sits unpaid for sixty days because it never said when payment was actually due. A handshake agreement turns into a dispute with no paper trail to point to.

This book fixes that. In five short chapters it covers the five areas that make the biggest difference to a contractor's bottom line: pricing jobs so overhead and margin are actually accounted for, writing contracts that protect you rather than just the client, structuring payments so cash flow doesn't strangle a profitable business, using change orders to stop scope creep from quietly eating your margin, and building the systems that let a trade business grow past what one person can carry.

It's deliberately short. Every chapter gives you something you can use on your next job — not theory you'll forget by Friday — and each one stands on its own, so you can start wherever the pain is worst right now.

"The jobs that make money and the jobs that don't usually look identical from the outside. The difference is almost always in what happened before the first hammer swing."