



# The Flywheel Effect

*Harnessing Your Energy*

## Construction

### Building for the Future

Outsiders have little appreciation for how difficult it is to profitably grow your construction or contracting business. Sure, as the president, it is pretty manageable if you are able to be at every job site to directly oversee the work, but as you continue to get further and further removed from wearing a tool belt, it becomes exponentially more difficult to bring jobs in on time and on budget.

While many presidents are masters of their trade, they usually have lots of questions about how their most profitable competitors avoid nasty surprises like:

- Missing out on converting verbal change orders into cash in the bank
- Holdbacks not released because of punch lists being dragged out
- Time wasted daily due to poor staging of materials or scheduling
- Cost overruns that always seem to appear when a project is nearly done

Companies that are now experiencing higher than average returns on their investments are doing so by applying Construction and Contracting Best Practices principally in the areas of **estimating**, **project management**, **scheduling** and **information flow** to allow them to take timely corrective action.

### Results Driven

Our implementations produce immediate results through the design and roll out of Best Practices that include:

- Proper change order processes to permit **accurate invoicing**
- Regular scheduling and progress communication systems to allow resources to be **efficiently allocated across multiple job sites**
- Improved estimating and bidding process to **obtain profitable work**
- **Improved information flow** between the field and the office
- Methods for accelerated **collections** and improving **cash flow**
- Proactive **project management techniques** to ensure jobs run smoothly



We pride ourselves on the impressive returns we average for our Construction and Contracting clients, but working with us is not for everyone. Changing the mindset of your people and the processes they follow to become truly great is not easy.

To determine if the right conditions are in place for you, please give us a call at 416-917-6867 and ask to speak with a Benchmarking Coordinator today. Or, if you prefer, contact us by email at [info@theflywheeleffect.com](mailto:info@theflywheeleffect.com).