



## 6 Ways to Become an Even Better Contractor

By [Thomas Johnsen](#)

No matter how good someone is in his or her chosen career path, it is often said that there is always room for improvement. This is not merely repeated time and time again just for the sake of earning more profits but to maintain a certain level of excellence.

There should be no room for mediocrity in a contractor's professional life.

If you think you are already a good superior, then challenge yourself to become the greatest employer in your locality. Always strive to be the best boss that you can possibly be.

Here are six essential ways to become a better contractor.

**One**, be kind to your employees. They form the backbone of your company. From your public relations staff to your laborers, from your ground crew to your maintenance team, constantly try to maintain an open line of communication. It is a valuable tool in ironing out the kinks that have developed in your working relationship. Minor problems will be easily resolved once you have taken note of it early on. It will also prevent a full-blown heated argument from taking place.

You can also provide perks to make them more loyal to your company. Bonuses for a job well done, whether in a monetary form or vacation package, will surely be appreciated by the diligent workers. Even simple remarks like "good job" or "I'm proud of you" will go a long way in nurturing a healthy employer-employee bond.

**Two**, deliver your promise to the customer. It would even be much better if you can exceed their high expectations. With today's contractors scrambling for constructing and remodeling projects in these hard times, one must appreciate each and every project that comes his way. He can show his gratitude to the consumer by giving his best, be it in the form of his products, services or consultation time. Sloppy work should not even be considered an option for the discerning clients.

**In relation to the second tip is rule number three.** Do a solid job without cutting corners. Sloppy work should not even be considered as an option for the discerning clients. Once you give in to the temptation of doing haphazard work, it will show in your finished task. Clients will notice it and won't come back to you for another project.

Therefore, you lose a potential job offer.

Cutting corners may also be done by using substandard materials to increase profit.

While it may indeed earn you a few extra bucks, the quality of your work adversely suffers. If your customers get wind of this, be prepared to say goodbye to your company.

**Fourth**, learn how to manage your cash flow in your business. A degree in economics is not needed for this chore, a simple grasp of financial and accounting rules will do. If

possible, operate within your means. Do not try to give the impression that you are an extravagant company if you only have meager earnings. An opulent chandelier and intricately-designed walls will not impress your prospective patrons, your work performance will. There is nothing to be ashamed of if you only have a simple office with a few personnel employed.

**Fifth**, buy and sell at the best price. This means you have to shop around and search for the wholesalers offering the best deals. You have to canvass, canvass, canvass! Even if some of them would offer you lower rates, make sure that their wares are still in tiptop shape and not rejects.

**Lastly**, it helps to become a better contractor if you get enough rest and exercise. This allows proper blood circulation in the body, especially the brain, so that you can function at the most optimum level every single day.

Now, prove this article right by conscientiously employing the techniques enumerated.  
Good luck!

Thomas Johnsen is a consultant and an expert when it comes to [contractor leads](#) He has helped hundreds of small companies find [cheap leads for contractors](#) which in return has revolutionized their businesses. Check out his website for more information.



**Robinson's**  
*"Thought of the Day"*

Robinson Builders Mart, PO Box 345, Newton, NC 28658  
828-464-7700- Fax 828-465-6011



Robinson Builders Mart of Newton, NC | "Lumber, Building Material, Millwork & Hardware" | Your Building Material Source | NC | 28658