



# Painting Contractor: Start and Run a Money-Making Business (Independent Trade)

*Dan Ramsey, Walter Curtis*

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This guide aims to prepare painters for the sometimes rocky transition from being an employee to being an employer. Readers are shown how to size up the painting market in their areas, choose a name and location for their businesses, secure licenses and registrations, select a profitable business structure, get financing, lease or buy equipment, obtain insurance and meet tax and legal requirements. Dan Ramsey reveals the secrets to: estimating jobs and setting prices; hiring and managing employees; marketing and advertising; getting and keeping clients; maintaining a steady cash flow; and collecting on overdue bills.

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