



If this list describes you, we are going to be a great fit!

**You are absolutely committed to growth.**

You understand that success comes with growing the scope, scale, and profitability of your contracting company. You constantly assess your goals and then set out to demolish all barriers that exist to you achieving your goals. You look for team members, vendors, and collaboration partners that can help you eliminate obstacles and accelerate you towards your goals.

**You are a talented problem solver.**

One of the things you enjoy about your contracting business is that you have a new problem to solve every day. When you find yourself in a tough spot, you are energized by it. This talent for solving problems can lead to procrastination. Bookkeeping will never be a priority for you. It is too mundane and boring, and even though you understand it is fundamental to your success, it just does not seem important enough to capture your attention.

**You wear lots of hats.**

As the owner of a contracting business, you often play designer, engineer, salesman, and couples' therapist. You seek out solutions that allow you to focus on the roles that put money in your pocket and grow your company, trusting that other people can produce better results in their area of expertise.

**You are uniquely capable.**

You have an intensity that is not found in many people. This allows you to keep a firm grasp of several different items all at once. You are engaged and energized by good ideas, regardless of the source. It is what drew you to contracting in the first place.

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### **You are focused and driven.**

You believe in yourself and you have a vision for what your contracting business can be. While people around you tend to focus on immediate issues, you tend to see them as temporary annoyances that must be endured to get to your larger goals. You try to surround yourself with the people who can handle the day to day tasks so you can focus on the critical tasks that lead to growth. You recognize that real success comes when you are making decisions about your business rather than individual projects.

### **You want to get things set up right.**

You know that you can't get where you want to be without setting up your contracting business right, and you are ready for that challenge.

### **You are cash confident.**

You have achieved a level of success that allows you to make investments to help your business grow. You are long past worrying about making this week's payroll, and you are now seeking ways to invest for continued growth.

### **You are decisive and action-oriented.**

You understand that while there may be a method that is the best, you know that many roads can lead to where you want to go. You understand the peril of getting caught up in agonizing over many good options. You recognize that taking action now will reap more results than bogging down or hesitating.

### **You are client focused and selective.**

You understand that how your client experiences your business is just as important as the product that they experience. You have a clear understanding of the type of clients that will be successful with your company and actively search out those who fit the mold. You turn away clients when you sense that there could be a strained relationship.

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