

GET PAID!



How CONTRACTORS Get the MONEY They EARN

Learn from over 30 Top Construction
and Disaster Restoration Industry Experts!

Interviewed and Compiled by

Steven A. LaVelle

Welcome!

We “built” this book in several layers. First I went around to as many industry mavens as I could and just flat-out asked them, “If the insurance companies or homeowners or mortgage companies don’t want to pay you, how do you get the money that is owed you?”

Many of them had instant answers – one “legend of restoration” was standing with his son at a conference in Las Vegas and said, “I will write a chapter for your book and it will only have one sentence.” His sentence is found in several of the articles that appear below.

Cliff Zlotnik, one of the all time grand masters of restoration, said, “Rather than to write a chapter for you, may I write the foreword to your book? That way I can say, ‘I wish a book like this had been around when I needed it most.’”

Ron Alford growled (he always does whenever you mention “insurance companies,”) he doesn’t care much for them.

Pete Consigli traveled throughout the U.S. gathering some of the modern superstars of restoration and we gladly added them to the formula.

Patti Harman threw open the vaults of the RIA’s *C&R magazine* so we could invade them like Indiana Jones, taking the absolute best of their archives to reprint in the “Get Paid!” book.

Jeff Cross of *Cleanfax magazine* did the same and we got some stellar articles that many contractors might never have seen if it weren’t for his generosity.

Evan Kessler of *R&R magazine* joined in and soon we had a superb stack of “get paid” articles from the three top sources in the restoration industry that we could add to the new articles by the superstars.

But it still wasn’t enough, so we reached outside the restoration industry and started talking to leaders in the contracting arena. And wow! You won’t be disappointed that we did!

Names you may never have heard before, like Diane Dennis from “the Contractor’s Group and “Informed Contractors, Attorney Scott Wolfe Jr. and his Zlien site, George Hedley “The Hardhat Biz Coach,” and Bill Baird of “ACT Contractor’s Forms,” plus a mountain of others – all came forward to give us gifts that we can pass along to you!

Building contractors and large loss contractors work outside the normal home restoration borders with which most of us are familiar – so they have a very different “slant” on things!

Wherever we could we gave credit to the magazines that gave us reprints and we gave “shameless plugs” to those whose websites and blogs helped give depth and texture to the book.

All-in-all it is as one of our authors said, “What a ride!”

And yes! We gave all sorts of “shameless plugs” to our various authors as our way of saying “Thanks” for their enormous generosity!

There has never been a book like this before – and we think it came along just in time!

We want to thank all the attorneys, consultants, instructors, contractors and adjusters who made it all possible. And once you get to reading “*Get Paid!*” we think you will feel the same way!

Have a prosperous year!

Steven LaVelle

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