



# ESTIMATING

# FOR CONSTRUCTION

## INTRODUCTIONS

- Course outline
- Expectations on attendance
- Learner goals and expectations / Professional Development Plan
- Learning style survey
- How to submit home work
- Software check - EstimatorXpress

## BUILDING REGULATIONS - ARE YOU UP TO SPEED?

- Recent changes to the Building Regulations
- The impact of the new regulations on your estimates
- What to expect from future changes to the regulations

## PROJECT COSTING AND MATERIAL TAKE-OFFS

- Introduction to Cost Estimating
- Bill of Quantities and Material Take Off
- Project Scheduling & Monitoring
- Connected Projects & Productivity Improvements

## ESTIMATING EFFECTIVELY USING ESTIMATORXPRESS - HOUSE

- Project case study - new home

## READING BUILDING PLANS

- Building plan types
- How to read building plans (examining types/styles of drawings for varying residential project types)
- Quality of specification / data available
- Measuring off plans (scaling / tools available / pitfalls)

# ESTIMATING EFFECTIVELY USING ESTIMATORXPRESS - EXTENSION

Project case study - Extension to a house

## PROFIT MARGINS & OVERHEADS

Why is profit important?

The 4 Golden Rules of pricing for profit

How to properly calculate profit

Business overheads and how to calculate and allow for them

Charging the true value of the work you do

## HOW TO QUOTE EFFECTIVELY

Selecting good clients and avoiding time wasters

Understanding what your client is looking for

How detailed should your quote be?

PC Sums & how to deal with unspecified 2nd fix items

## ESTIMATING EFFECTIVELY USING ESTIMATORXPRESS - LOFT CONVERSION

Project case study - Loft conversion

## CONTRACTS, DEPOSITS & STAGE PAYMENTS

Why a contract is necessary, and what should be in it

Deposits - should you charge one, and how much?

How to schedule stage payments

How to deal with variations

How to close a job and get the final payment

## ESTIMATING EFFECTIVELY USING ESTIMATORXPRESS - RENOVATION WORK

Project case study - Renovation work

