

# Project Independence

## *Transition Number Five: Project Manager to Contractor*

**First and most important:** Do what you say you are going to do. And if you can't, talk to someone.

**Second:** If you're not happy, let us try to fix it. If we can't, let us try to help you move on to a better fit.

## **Making the Move from Project Manager to Contractor**

### **A Contractor:**

- Maintains a vision of where the company will be in three-to-five years.
- Responsible for the financial affairs of the company, manages relationship with banks, and oversees billing, taxes, and payroll.
- Ensures the ongoing professional development of the staff.
- Negotiates contracts with vendors and clients.
- Markets the company to the public to expand its customer base and ensure desired deal flow.
- Launches new ventures and related services on an opportunistic basis.

### **Milestones Indicating Readiness to Become a Contractor:**

- You understand trends shaping the housing market and have played a constructive role in discussions about the company's future.
- You have a working knowledge of bookkeeping.
- You are a member of local industry groups and have begun to develop a network of local contacts for the business.
- You have participated in marketing campaigns.

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