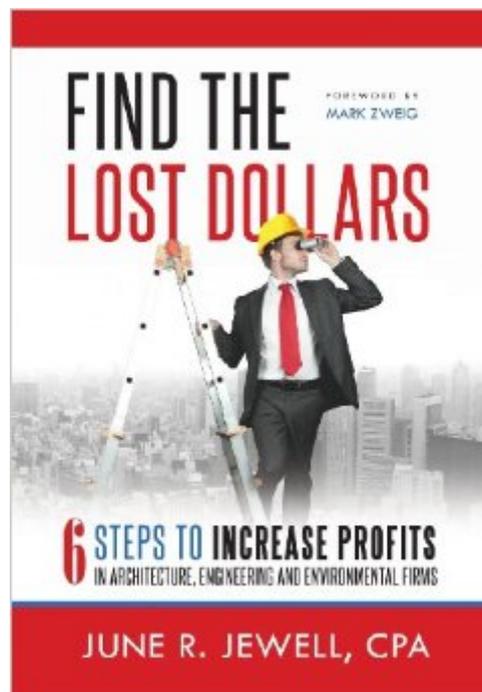


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# Find The Lost Dollars: 6 Steps To Increase Profits In Architecture, Engineering And Environmental Firms



## Synopsis

A must read book packed with proven business strategies to help architectural, engineering, and environmental skyrocket their profits. Are you maximizing every dollar of profit on your projects? The daily demands of running an architect, engineer, or environmental business can be overwhelming. A CPA June Jewell reveals the secrets of uncovering thousands of dollars of hidden revenues. Eliminate time consuming, ineffective business practices and learn to focus on what matters most from people, processes and technology to gain a competitive edge and increase your firm's profitability. Calculate the ROI from improving your business. Learn where to focus your attention to get the biggest financial impact. Gain practical advice for improving nine areas that can have a huge impact on your Win Rate, Utilization and Project Profit Margin. Implement a six step process to "Find the Lost Dollars" in your AE&E firm.

## Book Information

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## Customer Reviews

Find the Lost Dollars by June Jewell is a must read for A&E firm who willing to look beyond the shadows of the old processes and technologies that cause missed opportunities, uncompensated projects and frustrating project creep. Find the Lost Dollars offer a chapter by chapter, step by step, process to discover and tap into your money leak and to build and strengthen the financial stability of your company. It offers resources and guidance by leading A&E firms in addition to the wealth of expertise from June Jewell and her lifetime of CPA and executive leadership experience. A must have for every A&E firm. Debora McLaughlin

June has written a concise, useful book for use by new hires, and even seasoned vets, revealing her insight into the business/project management aspects of an architectural or engineering practice. These concepts are fundamental, but searingly important, because, when performed well, they are key to establishing and maintaining a viable "business," not just a professionally satisfying "practice." For the more astute, June's insights further divulge strategies to enhance profits (important to most businesses, I think). It is a worthy read for the new architect/ engineer to understand the business aspect of their technical talents, and for the more established practitioner as well, who can use the strategies to better position their group/ division for profitability.

"Find the Lost Dollars: 6 Steps to Increase Profits in Architecture, Engineering and Environmental Firms" is inspiring, compelling, invigorating... and frankly, addicting. A must read book that has already made the Best Seller list. June's talented writing style combined with her simple and compelling message makes this book an easy, enjoyable, and invigorating read. June's book reads simple, clear, effective, impactful, and I have never felt more motivated and energized. Packed with proven business strategies to help architectural, engineering, and environmental firms maximize their profits, which of course translates into a productive and impactful work environment... and an organization that wins. I have already incorporated and implemented many of June's insightful experiences into action, and they work!

Having worked in an architecture firm for 15 years and serving A/E/C companies as a management consultant has given me some perspective on the subject matter. June has aptly identified the problems that most A&E firms face when it comes to financial thinking and laid out an actionable path to increased profits. I warmly recommend this book to all principals at A&E firms, but also to project managers who are critical to the economic and professional success of their firm. I was so excited with this book that I interviewed June for my blog. You can listen to the interview at [aec-business.com](http://aec-business.com).

Find the Lost Dollars is a great book for almost all roles in an A/E firm. June offers practical solutions to practical issues. Her realistic and positive approach makes finding the lost dollars in your firm manageable. By having summary sections at the end of each chapter, the reader can easily locate specific subjects, areas, examples, and solutions. Find the Lost Dollars keep me engaged and wanting more throughout the entire book. If your company hosts book clubs or has shared reading experiences, I would recommend this book. Since I started reading this book, I have

been referencing June almost on a daily basis. I can not say enough about how great of a job June did with this book. Thank you, June!

June Jewell of Acuity Business Solutions is an expert at helping the AEC community save money by maximizing resources. In this book she shares many of her secrets on developing a competitive advantage by developing processes, employing the right technology and getting the most out of your co-workers. if you are in the AEC community, you need this book!

As you read through this book, you are constantly thinking that this suggestion or that recommendation is so obvious, and makes so much sense, why haven't we implemented that before. This should be a textbook for Schools of Architecture!

I first found out about this book in our industry newsletter for the Society of Design Administration. The article got my attention and I wanted to read the book. I immediately went to June's website and signed up for her blog and a free chapter of the book. When I read the Introduction it was like she was writing about the company I work for. I begged our management group to read it. After getting a few people to read the free chapter it was decided that the book would be required reading for all management before our annual planning retreat. It was the best planning retreat we have ever had. It opened our eyes to some changes we could implement to increase our profitability. It increased their awareness of all aspects of our firm. I have the book on my Kindle and I have a hardcover copy that stays on my desk. I refer to it all the time. Our industry has needed a book like this for a very long time.

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