paintED
EDUCATION CENTER

PODCAST

Top 10 Estimating Mistakes & Paint Failures

WITH BOB CUSUMANO

1. **Bad Math**
2. IMPROPER assessment of the amount of **surface preparation** that is required
3. FAILURE to **reference PCA standards** in proposals and contracts
4. FAILURE to **track production rates** that you achieve on your jobs
5. FAILURE to pick up **important details** on the drawings
6. IMPROPER assessment of **your company's overhead**
7. FAILURE to perform **adhesion test** when doing repaint jobs
8. FAILURE to **read general conditions**
9. FAILURE to read all the **technical sections** of the specifications
10. FAILURE to recognize **additional job costs**

NOTES: