5 Signs Your Project Discovery Process is Costing You

Not getting enough quality jobs or spending too long trying to find them? Many contractors don't realize how much time and revenue is lost during project discovery. Use this quick checklist to see if inefficiencies are costing you work and what you can do about it.

Tracking Too Many Sources

Chasing projects across multiple websites or emails makes it difficult to stay organized or quickly find the best jobs.

Use a single platform to centralize potential public and private projects.

No Process of Filtering Jobs

Reviewing jobs that don't fit your business wastes time on low-potential leads that rarely pay off.

Filter projects by trade, location, and value to ensure every opportunity is a better match for your strengths.

Missing Contact Info

When you can't find general contractor or stakeholder details, following up becomes frustrating and you risk missing key opportunities.

Choose tools with built-in contact info so you can reach out to decision-makers quickly and avoid delays.

Incomplete Project Details

Unclear scope, size, or timelines make it hard to create accurate, competitive bids and increase the risk of costly mistakes.

Look for platforms with full documentation including plans, specs, and requirements.

Wasting Time on Manual Search

Relying on outdated tools or manual processes can waste valuable time and decrease your chances of winning new business.

Invest in software that delivers commercial projects and real-time updates.

Spotted a few signs?

Read *The Contractor's Guide to Finding Better Projects* to learn how top contractors are saving time, reducing burnout, and winning more jobs.

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