

## New Contractors' Handbook empowers contractors facing tough trading conditions

Contractors who have been struggling to secure contracts and contract renewals at good rates since the economy has taken a turn for the worse will be relieved to know that help is at hand.

Just published, the [Contractors' Handbook](#): the expert guide for UK contractors and freelancers is packed full of essential guidance designed to maximise the chances of contracting success. And far from being a dry theoretical text, it is a thoroughly engaging read, written by someone who has faced the best and worst that contracting can throw at any one person: contracting guru and ContractorCalculator CEO, Dave Chaplin.

It is equally suited to new and experienced contractors. Those new to the contracting sector who have chosen or been forced through redundancy to consider the contracting option will find the [Contractors' Handbook](#) is everything they need to take their first steps on the road to contracting success. And those who have been contracting for years will find expert guidance on how to become 'master contractors'.

### 'Been there, done that!'

At almost 500 pages, the [Contractors' Handbook](#) has been based on the personal experience of ContractorCalculator CEO Dave Chaplin and has drawn on the unique and extensive reference material of the ContractorCalculator website he founded almost a decade ago.

Throughout the book, Chaplin shares with readers his experiences of a successful career as a contractor and demonstrates how contractors can best apply their skills to maximise contracting success.

The more 'technical' guidance is based on extensive interviews conducted with dozens of leading experts specialising in the contracting sector: everyone from ex-tax inspectors through to the biggest names in contracting accountancy and contract law.

### Learn how to really sell yourself

In past downturns, the contractors who secure the best contracts are not always those best qualified for the contracts, but those who know best how to secure a contract.

With chapters dedicated to creating killer CVs, dealing with recruitment agencies, interview techniques, negotiation skills and advanced sales, the [Contractors' Handbook](#) provides the knowledge contractors need to secure the best contracts.

Clear advice, practical examples and troubleshooting guides highlighting common mistakes enable contractors from all backgrounds and sectors to rapidly prepare effective contract searches and CVs.

### Understand IR35 and what to do when things go wrong

There is also a body of practical and accessible guidance material that has been gathered together to explain the legal and taxation nightmare that is IR35.

Originally conceived with the noblest of intentions as a legitimate means of taxing small businesses created specifically to avoid tax, IR35 has been abused and expanded by HM Treasury and HMRC to become the bane of every contractor seeking genuine, legal tax efficiency.

Now using the [Contractors' Handbook](#) contractors can follow the easy steps to understanding their position with regards to IR35, find out what to do when things go wrong and know when to ask for expert help.

### There is more to life

The [Contractors' Handbook](#) not only shows readers how to become and remain successful contractors, but also clearly covers the wider issues of relevance to contractors, such as:

- o Pensions and financial planning
- o Managing absences
- o Growing a contracting business
- o Contracting abroad

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- o Coming to the UK to contract.

Backed up by the ContractorCalculator website, which has been a source of expert advice for contractors since its launch in 1999, the [Contractors' Handbook](#) is a must-have addition to any contractor's, or would-be contractor's stocking this Christmas.

Contractors' Handbook: the expert guide for UK contractors and freelancers, 482pp, paperback, ISBN 9780956074508, Published by ContractorCalculator.

To review or purchase a copy please visit the dedicated site: [Contractors' Handbook](#)

**Published: Tuesday, December 16, 2008**

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Dave Chaplin is a former IT contractor in the City of London, and is founder and CEO of ContractorCalculator, and author of the Contractors' Handbook.

Started in 1999, ContractorCalculator (this site) is the leading independent website for the UK contracting industry – most of whom are highly skilled knowledge workers. [Read Full Profile...](#)

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