

# HBXL ‘Estimating Skills for a thriving construction firm’ Skills Bootcamp



**“ I’M  
LEARNING  
MORE THAN  
I EVER  
IMAGINED  
I WOULD.**

# Contents

Introduction.....4

What you’ll gain from this unique Estimating Skills Bootcamp.....5

What you learn.....6

Modules by hours.....9

How is the Skills Bootcamp delivered?.....10

How long is the Skills Bootcamp?.....10

How is the Skills Bootcamp funded?.....10

What do you receive at the end?.....10

Am I eligible?.....11

How do I apply?.....11



Your Skills | Your Business | Your Future

Scan to visit  
our website



## Get skilled. Get results.

The Skills Bootcamp ‘**Estimating Skills for a thriving construction firm**’ from the HBXL Skills Academy, is designed for small building company owners, aspiring estimators, sub-contractors and anyone making a career switch or upskilling.

During the online **Estimating Skills Bootcamp**, you’ll have the benefit of professional advice from experts in their field. You’ll learn to use industry-leading software, EstimatorXpress, to produce high quality, accurate customer quotations.

Estimating properly is the difference between a profitable, smoothly run job and one that causes stress, financial strain, or reputational damage. It’s not just about numbers - it’s about protecting your business and your clients.

You’ll leave every highly-practical session more well-informed, and armed with knowledge you can implement straightaway.



**“I certainly have more confidence in the prices I put out.”**

*“I was actually using the estimates I’d priced on real jobs and it was great to pick HBXL’s brains on how I could accurately produce a quote for a timber frame build, for instance.”*

**Matt, We Are Builders**

# What you'll gain from this unique Estimating Skills Bootcamp

The construction industry can be tough - whatever the economic climate. The most successful builders are the ones who manage their finances well, have long term goals, put a value on their high quality, professional service and price accordingly. They're organised, efficient, and have got to grips with running a business, not just a building site. The **HBXL Estimating Skills Bootcamp** lays the foundations for being the best estimator (whether for your own business or someone else's) - through practical training.

**If you want to be rewarded fairly for the hard work you put in - join us and by the end of the course, you'll be able to:**

- Estimate accurately, ensuring decent overheads are built into your quotes - with a tidy profit margin on top
- Estimate faster, saving time whilst returning quotes more quickly
- Plan and deliver construction projects with operational and financial confidence
- Read and interpret construction drawings accurately
- Use digital and estimating tools to support project planning and execution
- Promote your business, attract profitable clients, and grow sustainably
- Deliver professional presentations to communicate skills, services, and project proposals effectively
- Understand contracts, deposits, stage payments, and legal frameworks to protect your business.

# What you learn on the Skills Bootcamp

- 64 guided learning hours
- 2 hours, twice a week, remote online
- 3.30pm-5.30pm
- Plus 60 hours of self-study
- Doesn't include weekends or Public Holidays

*We also offer a condensed **Impact Course** once or twice a year. This is made up of four hours, 2.00pm-6.00pm, twice a week, and takes fewer weeks.*

The **Estimating Skills Bootcamp** combines practical experience with essential industry knowledge to support confident project delivery and profitable business growth. Here's the running order.

## Introduction to the course

You're introduced to the course, its structure, and learning objectives, setting the scene for success. This initial module establishes expectations, key outcomes, and the resources available to support learners throughout the course.

## Understanding the Built Environment

You'll explore the construction industry, including latest standards which will impact specifications and cost estimates, best practices, and the resources and micro-credentials that can enhance career development.

**"The tutors are giving  
me the kind of advice  
you won't find  
anywhere else."**

### **Planning for success**

This module highlights the importance of careful planning in construction projects and business ventures. You'll gain insight into the scale of the construction sector, its contribution to the UK economy, and common causes of project and business failure. You'll explore how under-pricing and poor planning can negatively affect profitability and client relationships.

### **Project costing and Material Take-Offs**

You'll develop an understanding of cost estimation, project budgeting, and material take-offs. Practical techniques are introduced to ensure accurate and repeatable estimates. You'll also learn how build programmes function to monitor progress, manage resources, and track financial performance.

### **Reading construction drawings**

This module develops your skills in reading, interpreting, and analysing construction drawings. You'll explore different drawing types, scales, and essential additional information. Critical thinking is emphasised to ensure correct interpretation of drawings to ensure accurate estimating.

### **Benefits of digitisation in construction**

Learners are introduced to technology-driven efficiencies in construction, including integrated software solutions and Building Information Modelling (BIM). The module demonstrates how digital tools enhance accuracy, coordination, and project outcomes.

### **Five estimating case studies**

You'll gain significant hands-on experience with industry-standard estimating software through progressively complex case studies - a new build; home extension; loft conversion; renovation; and garage conversion. You'll build practical skills in software application and project estimation - and gain the confidence to apply your knowledge and skills to other project types.

### **Profit margins and overheads**

This module introduces the calculation of all-important profit margins and the management of business overheads. You'll explore the impact of incorrect calculations, compare strategies of fewer high-profit projects versus higher-volume work, and learn to price jobs to scale a business profitably.

### Contracts, Deposits, and Stage Payments

You'll examine different types of construction contracts, the implications of contract clauses, and strategies to protect cashflow and minimise risk. The module highlights how proper contract management supports business stability.

### Quoting effectively

This module equips you with the skills to pre-vet client enquiries and produce quotations that attract profitable contracts. You'll learn to analyse client expectations, manage incomplete specifications, and prepare professional, effective quotes.

### Business promotion and growth

Explore strategies to promote your construction business, develop a clear business identity, establish an effective online presence, and prioritise promotional activities. Modules on moving upmarket guide you to attract and retain more profitable clients through targeted marketing and business sustainability strategies. You'll be equipped to target the high value jobs - and win them.

### Presentation skills

It's all about underpinning your estimate with enhanced quote delivery that will impress the client. Develop your skills in creating and delivering effective presentations. Identify personal skills and key selling points and use digital tools such as Canva or PowerPoint to produce presentations that enhance personal development, support business growth, and aid in quoting.

**“They’re invaluable  
for builders who  
simply want to know  
more, so I’d definitely  
recommend them.”**



<b>Estimating Skills Bootcamp Modules</b>	<b>Guided hours</b>
Introduction to course	2
Introduction to the Built Environment	2
Planning for success	2
Profit margins and overheads	2
Benefits of digitisation in construction (BIM Awareness)	2
Introduction to project costing and material take-offs	4
Understanding construction drawings	2
Introduction to estimating software – new build case study	12
Introduction to estimating software – home extension case study	6
Introduction to estimating software – loft conversion case study	6
Introduction to estimating software – renovation case study	6
Introduction to estimating software – garage conversion case study including production of final quotation	6
How to quote effectively	2
Importance of contracts, deposits and stage payments	2
How to promote your business	2
How to move your business up market	2
Presentation Skills	2
Introduction to Health & Safety and its impact on costs	2

## How is the Skills Bootcamp delivered?

It's delivered remotely, online. The lessons are live-streamed and recorded (so on the odd occasion you miss a session you can catch up - or rewatch content you want reminding of). Trainees also undertake self-study ahead of the next lesson.

## How long is the Skills Bootcamp?

The course is 64 hours in total. And that's typically made up of two hours, 3.30pm-5.30pm, twice a week (doesn't include weekends or Public Holidays). We also offer a condensed **Impact Course** once or twice a year. This is made up of four hours, 2.00pm-6.00pm, twice a week, and takes fewer weeks.

## How is the Skills Bootcamp funded?

The HBXL Skills Bootcamps are funded by the Department for Education (DfE) so they, in conjunction with the regions they're working with, set the parameters. Not all regions of the UK offer funding. Please look at our [website](#) for the current local authorities supporting us.

The courses are fully funded if you're self-employed or a sole trader/owner of a small business that doesn't have a payroll. Alternatively, they're 90% funded if you're an SME Limited company with a payroll – you pay 10%. If you were paying yourself, you'd be looking at £3500-£4250+VAT depending on the region.

## What do you receive at the end?

- Certificate of Attendance
- Portfolio of estimating projects
- Ongoing support for 6 months
- Discounts on digital solutions used during the course
- And many new skills learnt on the course!

## Am I eligible?

You need to meet the government's requirements for becoming a Skills Bootcamp learner. There is an application process, and places are limited to give each trainee the necessary 1-2-1 time.

- Are you 19+?
- Have you been resident in the UK for 3 years?
- Do you reside in one of the geographic regions supported and funded? The courses are delivered remotely online but trainees must either live or be working on construction projects in funded locations.
- Can you confirm that you are not in any Government funded Further Education or Apprenticeship scheme? (It's OK to be self-funded however)?
- Can you confirm that you haven't attended another Skills Bootcamp within the last 12 months?
- Do you have construction experience? It's preferred but not essential.

## How do I apply?

If you would like to enrol on the Skills Bootcamp (or know someone who would) please call 0117 916 7870, look around the website [skillsacademy.hbxi.co.uk](https://skillsacademy.hbxi.co.uk), or complete the enquiry form [here](#).

Scan to complete  
enquiry form



**WANT TO...**  
**UPSKILL RETRAIN**  
**EARN MORE GET**  
**OFF THE TOOLS**  
**DO BETTER START**  
**A BUILDING FIRM**  
**GET PROMOTED**  
**OFFER MORE**  
**KNOW MORE...?**

