

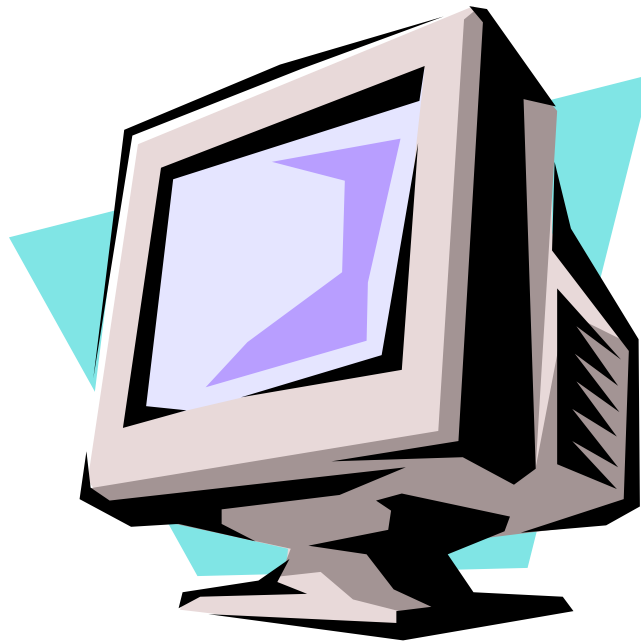
**Only  
\$399.95**

# Labor Pricing for a Profit with Cash Flow Projections Software

**New  
Version  
5.0**

*“Maximize your company’s profitability with  
this very powerful, user friendly,  
software program”*

- Determine what hourly rate needs to be charged to make the profit you desire
- Determine “breakeven” hourly rates
- Model each department separately PLUS an overall company model
- Project profitability by department
- Determine Service Agreement Pricing
- Perform “what if” situations to maximize profitability
- Data can be copied from one computer to another



- Make cash flow projections by department and for the company as a whole
- Produce over 25 hard copy reports
- Model the company based on current pricing OR to produce a desired profit or dollar amount
- Determine billable and non-billable time
- Create reports to track monthly billable time, by department
- Detailed rate analysis
- All departments are interactive

## **Find Out:**

- ◆ **What internal hourly rate you need to use for Flat Rate Pricing**
- ◆ **How much to charge for Service Agreements to maximize profitability**

The Perfect Tool for:  
**Creating A Business Plan For Your Company  
Making Cash Flow Projections For Your Banker**

# I'm Glad You Asked That Question!

**Q:** How easy is this software to learn? I am not very good on a computer.

**A:** We now have two ways different modes of instruction for learning and using the Labor Pricing software. There is now an audio/video CD tutorial which will visually and audibly walk you through the entire process of modeling your company. Just load the CD in your disk drive and watch as the instructor enters each cost and creates his sample company. Then do it yourself! Simply, place the software disk in your computer drive, and the software will automatically download. Play with the "sample company" built into the software to become more familiar with the program too. For those who like written instructions, we will include a step-by-step instruction manual.



*"If you're not 100% satisfied your money will be cheerfully refunded."*

*Tom Grandy,*

**Q:** What about support?

**A:** You receive FREE Lifetime support with the program. Call our office with your questions. There are *real* people on the other end of the line!

**Q:** What About Group Training and/or Bulk Purchasing?

**A:** Full-day training sessions are available for individuals and groups. Bulk purchasing is also available for manufacturers, wholesalers, franchises and trade organizations.

**100% Satisfaction Guaranteed Or Your Money Back!**

Ship To:

Company Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ ST \_\_\_\_\_ Zip \_\_\_\_\_  
Telephone ( ) \_\_\_\_\_  
Send Attention To: \_\_\_\_\_

Method of Payment:  
\_\_\_\_ Check enclosed \_\_\_\_\_ VISA/MasterCard/AMEX  
Card Number: \_\_\_\_\_  
Exp. Date: \_\_\_\_\_  
Signature: \_\_\_\_\_

Mail/Phone/FAX

**Grandy & Associates**

1020 Halifax Drive  
Suite 102

Owensboro, KY 42301

**1-800-432-7963**

**FAX 1-270-684-7425**

TomGrandy@GrandyAssociates.com  
[www.GrandyAssociates.com](http://www.GrandyAssociates.com)

# What Will The “New Windows Version” Do For You?



This program literally models your company, by department, to allow you to *MAXIMIZE YOUR COMPANY PROFITS!* Below you will find just a few of the many things the program will do for your company.

## **Determine Hourly Rates, Percent Profit or Dollars of Profit**

- Plug in your current hourly rate and see if you are going to make money or not. Tell the program you want to make a 10%, 12% or 15% profit and let it tell you how much to charge per hour to get it. Maybe you have set a goal of \$35,000 profit for the year. Tell the program and it will tell you what you have to charge to get it! *Better yet - mix and match.* Maybe you want to charge \$65.00/hour in service, make a 10% profit in installation and produce \$20,000 profit in new construction. Change any of the items with a quick “click” of the mouse and you have all new data.

*“Learn how to maximize your companies profitability!”*

**Interactive Departments** - Create an unlimited number of departments (including a retail store if you have one). The whole company is modeled at the same time and it is totally interactive. If you change overhead costs, labor hours, material markups or any number of other items in one department, you will *immediately know* how it affects the other departments.

**Overall Company Status and Cash Flow Projections** - Wouldn't it be great to know what the *overall* company profitability and cash flow looked like? The new Windows version will tell you. You don't just get individual department data, and cash flow projections; the software pulls it all together so you can look at the entire company status as well.

**Flat Rate Pricing** - What's the first question asked when you are going to have books created for flat rate pricing? The question is “What internal hourly rate do you want to use?” Good question. Do you have the answer? Now you do! It's not just any answer, however, there are options. What if you charge \$29.00 or \$39.00 or \$49.00 for a diagnostic fee? What if you waive the fee if the work is done? How long does it take your average technician to do the diagnostic check? Diagnostic time also affects what internal hourly rate you need to use for Flat Rate Pricing. ***The program will give you all these answers - and more!***

**Service Agreement Pricing** - Every successful company has a Service Agreement Department. The question is how much to charge? This program will tell you what to charge and how much profit you will make at that price!

**Budgeted Billable and Non-Billable Hours** - This program produces month by month, department by department, budgets for billable and non-billable hours for the whole year. Now you can actually track where you are and where you should be. There are departmental budgets for overhead dollars as well!

# Reports, Reports, Reports.....

(on the screen and hard copy)

Hourly Rate	Total Sales	Net Profit Amount	Profit % of Income	Net Profit per Dir Labor Hr
40.00	106,362	23,882	22.45	9.65
39.00	103,887	21,407	20.61	8.65
38.00	101,412	18,932	18.67	7.65
37.00	98,937	16,457	16.63	6.65
36.23	97,032	14,552	15.00	5.88
36.00	96,463	13,983	14.50	5.65
35.00	93,988	11,508	12.24	4.65
34.00	91,513	9,033	9.87	3.65
33.00	89,039	6,559	7.37	2.65
32.00	86,564	4,084	4.72	1.65
31.00	84,089	1,609	1.91	0.65
30.00	81,615	-865	-1.06	-0.35
29.00	79,140	-3,339	-4.22	-1.35

This report tells you what to charge to make the profit you desire in each department. Run the report three ways. Input what you are currently charging and it will tell you how much money you are going to make. Tell the system you want to make a 10%, 12% or 15% profit and it will tell you what you have to charge to get it. If you like, simply tell it you want to make a \$10,000 profit for the year. The report will then tell you how much to charge to achieve you goal!

This report produces a month by month cash flow budget for each department, and a combined report for the entire company. Move back and forth between departments to make comparisons or run a printed report to take to your banker. Great tool for making cash flow projections.

Service Department	January	February	March	YTD Amounts
Return on Income: 15.00%				
Fixed Expenses				
Rent	150	150	150	1,800
Insurance	0	600	0	2,400
Cliff the Accountant Wages	1,000	1,000	1,000	12,000
Fixed Payroll Taxes	107	107	107	1,284
Equipment Replacement Fund	50	50	50	1,800
Unbilled Labor	978	792	1,097	14,380
P/R Taxes on Unbilled Labor	110	89	123	1,611
Total Fixed Expenses	2,395	2,788	2,527	35,275
Net Profit Before Taxes	1,704	1,298	2,541	14,552
Cumulative Profit / (Loss)	1,704	3,002	5,543	14,552

This report tells you exactly what you will have to use for an internal hourly rate if you go to Flat Rate Pricing. Will you have to raise or lower your rate - find out!

Flat Rate Pricing Hourly Rate	Total Sales Dollars	Total Profit Dollars	Percent Return on Sales	Profit per Direct Labor Hour	Equivalent Hourly Rate if NOT on Flat Rate
36.28	82,498	Breakeven	0.00	0.00	30.35
44.11	97,035	14,555	15.00	7.84	36.23
45.00	98,682	16,202	16.42	6.55	36.90
50.00	107,962	25,482	23.60	10.30	40.64
55.00	117,242	34,762	29.65	14.05	44.40
60.00	126,523	44,043	34.81	17.80	48.15
65.00	135,803	53,323	39.26	21.55	51.89
70.00	145,083	62,603	43.15	25.30	55.65
75.00	154,363	71,883	46.57	29.05	59.40
80.00	163,643	81,163	49.60	32.80	63.15
85.00	172,923	90,443	52.30	36.55	66.89

This report tells you what to charge for a Service Agreement based on your projected costs and the number of hours it will take to perform the work. What will happen if you increase pricing in \$5.00 increments? It will tell you!

Service Agreement Price	Percent Return
69.71	Breakeven
69.95	0.34%
74.95	6.99%
79.95	12.81%
84.95	17.94%
89.95	22.50%
94.95	26.58%
99.95	30.26%
104.95	33.58%
109.95	36.60%
114.95	39.36%

## Budgeted Billable and Non-Billable Hours by Department (Service Department)

	Reg. Hours Budget	Reg. Hours Actual	OT Hours Budget	OT Hours Actual	Total Billable Budget	Total Billable Actual
January	80		12		92	
February	75		10		85	
March	87		15		102	
April	80		10		90	

This report creates a monthly budget for billable and non-billable hours, by department, by employee and as a total company. Great tracking tool!

**PLUS** fourteen (14) More Reports.....