

# This Is Why You Should Attend A "Basic Business Boot Camp"

## When you leave boot camp you will:

- Have created a very specific "business plan" for profitable growth
- Be able to make immediate changes in your business that will instantly increase your cash flow and profitability
- Start paying your material bills on time so you can start taking discounts with your supplier
- You will begin getting deposits to increase your cash flow
- Fully understand how to run a properly priced, and managed, service department that will be the most profitable part of your business
- Find out how service can *literally* turn on retrofit sales full blast!
- Learn to properly price install and retrofit work to make money. Get the right job....at the right price.
- Realize how flat rate pricing will dramatically increase your profitability in service
- Fully understand (and be ready to implement) a maintenance agreement program that will be your foundation stone for profitable growth

***You will see profits soar after having attended the boot camp!***



## How much increased profit can you expect within a few months?

<u>Number of techs</u>	<u>Increased Profit</u>
1	\$ 5,000
2	10,000
3	15,000
4	20,000
5	25,000

***More techs.....More profit!***

***You will begin to pay yourself a reasonable salary.....perhaps for the first time!***

**If you are in any of the following situations you will see a dramatic increase in your overall profitability by attending the boot camp.**

1. **Owner is Making the Transition from the Field to the Office** - You need to focus on running the business - it's time to learn the "business side" of the business.
2. **Gross Sales in the \$1,000,000 range** - Sales Are Up-Profits Are Down! 70% of contractors who hit a million dollars in gross sales for the first time..... lose money. It's time to get a handle on what is going on.
3. **Rapid Growth** - Any period of rapid growth will put a real strain on cash flow. It's time to create month-by-month cash flow budgets to accurately project and track profitability.
4. **Your Company is NOT Departmentalizing** - If all your income goes into one "pot" and all the bills are paid out of the same "pot" you probably have one department subsidizing another department. Now is the time to departmentalize before this situation puts you out of business!
5. **You Need to Switch to Flat Rate Pricing** - If you are not on flat rate pricing you are losing money...period!

## **This could be a quote from you!**

***"I attended one of the boot camp courses you gave in Vegas in April and here are the results after six months. Sales up 6%, my wages up 8% and overall company profits up 28%. I took the class because I wanted to fine tune our company. Boy did I get that accomplished!***

***Thanks for all the help, good ideas and advice."***

**Bob Luna, Las Vegas**