

# Who is Grandy & Associates?

*We Help Contractors Run Profitable Businesses!*

Grandy & Associates has been a leader in business training since 1987. Our vision is to “teach contractors how to run profitable businesses” and we accomplish this through full day seminars / workshops, one-on-one consulting, industry specific software, educational materials, Team Solutions and more.

For contractors serious about profitable growth, we offer a two-day workshop called “Planning for Profit”. This workshop covers every aspect of running a profitable company - from the business side of the business - including proper labor pricing by department, cash flow and cash flow budgeting, collections, maintenance agreements and tax tips, and much more.

In 1993, Grandy & Associates founded what is now “Profit University Audio Series” which features a different national speaker on a different “business” topic each month. This audio business training program is web-based and available through sponsoring organizations’ websites and individual subscriptions.

Grandy & Associates performs Company Overviews for owners desiring individual attention and offers a variety of tools to aid in the coaching/hiring process for current and new employees.

Grandy & Associates writes articles for numerous trade publications including *News*, *Contracting Business*, *HVAC Insider*, *Lawn and Landscape*, *Electrical Contracting Magazine*, and several state PHCC magazines as well as monthly articles in the *Reeves Journal*, *RSES Journal*, *Sweeping Magazine*, and *Contracting Canada*. We routinely present at national and state conventions for ACCA, PHCC, QSC, MCA, NCSG, FSPA, Aquatech Society and SMACNA plus Comfortech. In addition to trade associations, Grandy & Associates does extensive business training across the country for contractors through wholesalers, distributors and manufacturers including many national franchises.



Bill Kinnard

*“Grandy & Associates has trained over 20,000 contractors, coast-to-coast and in Canada, on how to run profitable businesses.”*



Tom Grandy