



# Generating Results On Your Work

DATES AVAILABLE NATIONWIDE  
CALL FOR DETAILS

Business training to grow your bottom line

## Training to GROW Your Bottom-Line Profits

### Discover how ...

- Increasing your price 1% can increase Net Profit 10%+
- Net Profit is made with equipment, not labor
- Moving to big-benefit high-margin comfort can increase Job Profits from 12% to 35%

### Is your price right?

Did you know that one of the biggest mistakes contractors make is not properly pricing every job?

What is your selling price?

- overhead 31%
- desired profit 10%
- total job costs \$8,000

## You will learn to use ...

- Your Profit and Loss statement to pinpoint profit potential
- Balance Sheet to increase your company's value
- Cash Flow report to eliminate stress before paydays
- Job Gross Margin to significantly improve P&L Gross Margin
- Job GM as your profit-loss early warning system
- Test Ratios to measure and improve activities that produce profits
- 14 Profit Improvement Indicators™ to maximize profitability
- 12 Month Profits Improvement Report to manage profitability

Fax completed form to 602.216.2148 or email [register@nopressureselling.com](mailto:register@nopressureselling.com) today



MORE INFORMATION:

AVAILABLE CLASSES IN MY AREA

AVAILABLE CLASSES NATIONWIDE

COURSE DETAILS:

Includes 2 days of training, comprehensive workbook, lunch and snacks.

ATTENDEES

1.

3.

2.

4.

COMPANY

TM

EMAIL

PHONE

ACCOUNT #

# WHAT WILL YOU LEARN AT GROW?

An easy to implement profit improvement plan to set your company up for consistent profitable growth.



## Leave GROW Workshop With

- New level of self-confidence
- Detailed GROW Workshop Manual
- Information packed GROW Recourse Guild
- 12 Month Profits Improvement Report™
- GROW Profit Improvement Plan™
- 3 Profit Improvement Test Ratios
- 4 Vital Money Ratios
- 14 Profit Improvement Indicators™
- 2% Overhead reduction plan
- 10% Unapplied labor reduction plan

## Testimonial

"The program teaches you to understand where your business currently stands, so that you can set proper goals for the future. It also gives you tips on how to reach those goals. I plan to create a detailed P&L, one for each area of the company. When determining job cost I plan to use 'margin' not 'mark-up'."

Melissa Tyler  
Trenton, SC

## Who Should Attend

Owners, managers, bookkeepers, accountants, TMs and anyone else involved in the success, planning or financial wellbeing of your business.



## Your Instructor

GROW uses basic math and simple formulas, but your instructor won't let your class get too deep or become boring, in fact you'll have a lot of fun! Your instructor is not only an entertaining communicator he has years of real-world hvac business experience and is anxious to share all the little things that will make GROWing your profits easier, more fun and a lot less stressful.

## Are You Willing to Change?

Since 1985 we have helped thousands of contractors become wealthy. All shared one thing in common ... they were willing to change to a better way. Finding time to review weekly Job GM and Unapplied Labor Reports will requires change. Using your Profit Improvement Tools to make better management decisions takes change. Keeping your mind focused on ways to improve profits involve change. So is all this change really necessary?

According to business guru W. Edward Deming;  
*Change is not necessary ... because survival isn't mandatory.*

(800) 515-0034

[www.NoPressureSelling.com](http://www.NoPressureSelling.com)