

# GROW

DATES AVAILABLE NATIONWIDE  
CALL FOR DETAILS

Business training to GROW your bottom line.

## Unlock Secrets

Unlock the secrets inside your financial reports.

- Learn how long you can survive if your customers quit paying their bills?
- Are you charging enough to make desired profit?
- What ratios do banks use to loan money?
- What is the most accurate way to price a job?

### 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	15%
Job costs	\$8,000

## Find Hidden Profits

### Sales

Nothing affects the bottom-line like the top-line. Discover the surest way to profitably grow your sales.

### Cost of Sales

After GROW you will know when your Cost of Sales is too high and the steps to take to fix it.

### Gross Margin

Gross Margin is where the money comes from to keep the lights on. Learn how to make it your #1 profit management tool.

### Overhead

Learn how to reduce overhead permanently by cutting unapplied labor 20% or more.

### Net Profit

Learn how Net Profit is made with equipment, not labor.

Call 800-515-0034 or email [register@NoPressureSelling.com](mailto:register@NoPressureSelling.com)

MORE INFORMATION:  AVAILABLE CLASSES IN MY AREA  AVAILABLE CLASSES NATIONWIDE

COURSE DETAILS: 2-day program includes; comprehensive workbook, resource guide, extensive class materials, lunch and snacks.

ATTENDEES

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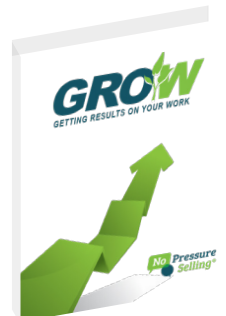
COMPANY

TM

EMAIL

PHONE

ACCOUNT #



Call 800-515-0034 for additional information

# Why GROW?

The purpose of  
business is to  
create profit  
... not work.

## Leave GROW with ...

- A plan to reduce overhead 2%
- A plan to increase net profit 2%
- 3 Profit Improvement Test Ratios
- 4 Vital Money Ratios
- Detailed GROW Workshop Manual
- Information packed GROW Resource Guide
- GROW Profit Improvement Plan™
- 10 Business Development Special Reports
- 10 Financial Ratio Guidelines
- 12 Month Profits Improvement Report™
- 14 Profit Improvement Indicators™
- New level of self-confidence

## 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.

## Who Should Attend

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

## Learn How to use ...

- Your Profit and Loss statement to quickly pinpoint where you are making or losing money
- Balance Sheet to increase your company's value
- Cash Flow report to eliminate stress before paydays
- Job Gross Margin to 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

## Testimonials

*"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

*"We're understanding our financial's better. We can better price all service and installs to optimize net profit and plan for the future."*

Tyler Floyd  
Charleston, SC

800-515-0034

www.NoPressureSelling.com