



## Did you know?

**64%** of construction-related businesses fail by their fifth year, often due to a weak business model.

Statistically, only **33%** of small businesses make it to year 10.

No one said building a successful business was easy, but with the right plan and structure, you can achieve your dreams for your business. Whether this is your first year as the proud owner of an HVAC business, or your 50<sup>th</sup>, every organization needs certain things to thrive and grow in today's competitive market.

This workshop is **two days of intense, hands-on learning, planning, and developing**. With our business coaches, you will build a roadmap to increase your specific business's financial fitness in the next year.

## Ask Yourself:

- Is your business truly structured to maximize profits?
- Do your employees know what is expected of them each day?
- Are your teams held accountable for their performance?
- Do you manage each department to meet a specific monthly revenue and gross margin goal?
- Do you have a plan for times when the business may get behind in reaching monthly goals?
- Do you know where your pricing needs to be for break-even?
- Are you running the business, or is the business running you ragged?

If the answer to any of these questions is "no," Operations Accountability is for you.

## Who should attend?



**Business owners/principals** who want to improve their company's financial performance, organizational structure and make sure they're operating with a solid business model.



**Key managers and support people** in the organization. Approximately 23% of businesses that fail cite management and support team issues as contributing factors.



**Sons, daughters, or business associates** who are preparing to step into an ownership or business principal role.

## How does it work?

Bring your financial statements and your core team and join our business coaches for two days of serious work on your financial plan. The workshop will include concepts and processes that you can immediately start using, such as:

- ✓ Benchmark your business against Key Performance Indicators (KPIs).
- ✓ Identify opportunities to improve your company's profitability. You need at least 10% net profit in order to grow.
- ✓ Plan for the operating profit you deserve. Why settle for the minimum? 15% - 20% sounds much better, doesn't it?
- ✓ Manage "to plan" throughout the year, so you stay on track and achieve your monthly and yearly goals.

## New Program Pricing

Premier Pricing

**\$1199**

Non Premier

**\$1499**

\*Additional employees may attend at no additional cost for the workshop. Lennox Dealers can use marketing funds to cover 60% of the program cost.

## 2021 Fall Schedule

**Sep 14-15 Houston**

11717 Windfern Rd, Suite 100  
Houston, TX 77064

**Oct 19-20 Dallas**

2100 Lake Park Blvd  
Richardson, TX 75080

**Nov 30 - Dec 1 Portland**

2105 70th Avenue East Suite 100  
Fife, WA 98424

**Sep 14-15 Los Angeles**

4000 Hamner Ave  
Eastvale, CA 84119

**Nov 16-17 Charlotte**

7040 Northwinds Dr., Suite C  
Concord, NC 28027

**Dec 7-8 Boston**

7 Lopez Road  
Wilmington, MA 01887

**Oct 5-6 Chicago**

187 Southcreek Pkwy  
Romeoville IL 60446

**Nov 30 - Dec 1 Salt Lake City**

1008 W. 2780 South  
Salt Lake City, UT 84119

**Dec 7-8 Washington, DC**

9301 Gaither Rd.  
Gaithersburg, MD 20877

\*Pricing and dates subject to change.

Our business coaches will show you how to work **on** your business, rather than **in** your business. There is a direct correlation between company success and ownership focus.