

7 Steps to the Best First Quarter Ever

You can have a break even or a profitable first quarter. This session gives you the tools you need to prepare for and the activities that will help you have the best first quarter ever!

Class Agenda

1. Getting ready – your customer list
2. Cash flow issues in first quarter
3. Employee needs – field and office
4. Marketing and follow up.
5. Inventory, callbacks, and warranty calls.

Topics Covered

1. Maintenance Agreements
2. Pricing options with net profit per hour
3. Inventory/materials/sales management
4. Cash flow
5. Employee praise and punishment

This class is designed for owners and managers.