

Profit Coach

60 Enhance Your Business Success

BUSINESS DEVELOPMENT RESOURCES, INC.



206.870.1880 – Phone
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www.bdrprofitcoach.com

50 What Is Profit Coach?

Profit Coach is a business management coaching program that trains motivated, coachable people how to structure and manage their business to achieve success much faster.

As your strategic partner, your Profit Coach will work with you and your management team to make your business dream a reality.

What We Do

We provide our clients with individualized, monthly coaching services—focused on your unique needs—that have a proven track record of driving profitable growth.

- ➔ Structuring your business to succeed
- ➔ Developing procedures and processes
- ➔ Expert HVAC analysis and guidance
- ➔ Monthly implementation coaching to drive initiatives

What You Receive as a Profit Coach Member

| | |
|-----------------------|--|
| Coaching | One-to-one mentoring and strategic guidance from a business coach with real-world HVAC expertise |
| Performance Reporting | HVAC industry-specific financial statement generation with graphic reporting of key performance indicators |
| Expert Analysis | Monthly analysis of financials by an HVAC-industry expert |
| Business Training | Training for managers on fundamental and advanced business concepts |
| Newsletter | Monthly Profit Alert newsletter |
| Members Access | Access to the Profit Coach Members web site |
| Support | Implementation support, guidance, and feedback |
| | All this and more! |

Business Evolution Your Evolution

As a business owner, your technical HVAC expertise represents only 20%–25% of the total skills required for success.



To succeed in business, you need to evolve from a technician to a business manager.

Profit Coach can help you develop the business management and sales skills you need to drive profit and growth in your business.

Call 206-870-1880 to sign up today!



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Profit Coach Other Coaching Products

Service Profit Strategies

50 *Intense Coaching for your Service Department*

Service Profit Strategies is a monthly coaching program focused on helping owners and department managers structure their Service Department to maximize profits and manage growth over the long-term.

The program is designed to help you implement profit strategies that will generate 63%–68% gross margin with 22%–30% net profit.

Turn your Service Department into a Profit Center

Your Service Department is capable of generating the highest monthly net profits in your company.

BDR has proven this to be true for Service Departments in any market. It is possible for a well-managed Service Department to cover the overheads for the entire company.



Space is limited—Call 206-870-1880



QuickBooks® Training & Support

Whether you are in the beginning stages of setting up your accounting with QuickBooks® or need assistance with an ongoing problem, we can help.

BDR is completely focused on HVAC and support for all subcontractors. Let our years of experience benefit your company!

We offer complete user support

As a certified QuickBooks® Pro Advisor, we can help you find solutions to your accounting needs. We assist our customers by turning their financial statements into strategic tools to help them drive profit and growth in their businesses.

We go beyond “software support.” If it is QuickBooks®-related, we can provide an answer.

Call 206-870-1880 to find out more

