

Restructuring for Profit & Growth: Retail Focus



Air Purchases, Inc.

*Progressively meeting the business
needs of today's HVAC contractors*

April 7 & 8, 2009, 8-5 p.m.
Air Purchases, Burlington, MA
Registration fee: \$250.00*

Learn the principles and processes necessary to build and grow a profitable heating and cooling business in today's new retail reality.

CLASS OUTLINE:

Introduction – Access and redefine your management style, building your company dream and vision. Discover what is possible as well as what is needed to win while identifying obstacles and barriers to growth.

Structure & Policies – Learn the basic tools you need to plan and grow your business.

Capital & Cash Flow Management – Do you have enough capital to run your business? For future growth?

Information Systems – Find out what type of technology plan your business should have.

Labor & Sales Strategy – Discover strategies to use your limited labor resources more efficiently.

Break-even & Gross Profit Per Man Day – Learn important strategies on managing to break-even and the importance of Gross Profit per Man Day.

Service – Learn how to make your Service department more profitable.

Business Planning – Do you have a plan to grow your business? Learn the importance of planning and how to incorporate this important tool in your business.

Departments & Divisions – Learn when and how to departmentalize or divisionalize your company.

Complete form and fax to Sharon Mangano at (781) 229-0207 or mail to Sharon at Air Purchases, Inc., 24 Blanchard Road, Burlington, MA 01803. Reg fee is \$250 per person (*Trane Dealers Only; all others \$495). Check, VISA or Mastercard only.

PLEASE NOTE: Payment must be made in advance of class date.

Name _____

Company _____

Address _____

City _____ State _____ ZIP _____

Credit Card #: _____ Exp date: _____ CCV: _____

Billing address if different from above: _____