

# Restructuring for Recession

*A workshop for business owners who want to restructure or improve their business*

**March 9, 2009**  
**Air Purchases, Burlington**  
**9:00 a.m. - 4:00 p.m.**

**\$95.00**

**Instructor: John Rupprecht, President, Success Managers Consulting**



*John Rupprecht is an accomplished business specialist with a proven track record helping owners of HVAC, plumbing and electrical companies achieve high double-digit net profits.*

**Join us for this one-day workshop designed to help you get your business back on track**

*"Restructuring for Recession" is a one-day workshop that takes HVAC dealers through the process necessary to prepare for restructuring their company.*

You will work independently under the direction of the instructor, using your own company financial information, which will be kept strictly confidential. During the course of the day, you'll:

- ▶ Identify the true costs of doing business utilizing the budgeting process
- ▶ Identify specific problem areas in your own business
- ▶ Analyze your costs and compare them against industry averages
- ▶ Gain insight into developing a restructuring plan and moving your business forward

**PREPARATION FOR CLASS:** Bring calculator, pencil, 12 month completed Profit and Loss Statement and Balance Sheet or complete the pre-class cost identification worksheet. Bringing financial information is not mandatory but strongly suggested, to achieve optimal benefits from this workshop.

*"Thank you for everything! For your teaching and counseling, your 'no bull' motivation, for helping me become a better business man and person, and for your generosity. You are one of a kind . . ."*

Tom Wilson  
Wilson Brothers  
Heating & Cooling  
(New York)

*"I am another HVAC mechanic who was fed up with the everyday trials of having a boss. Although I have close to 30 years experience and am relatively proficient at my job, I came to find out that I had no idea of how to do it and was taking a four-year old business and running it into the ground!"*

*John was referred to me by another of his greatly satisfied customers, and through his guidance and the tools he showed me . . . I believe my business will survive and prosper . . . John has literally breathed life into a dying business."*

Andrew Steward  
ATS Mechanical, Inc.  
(New Jersey)



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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. Registration fee is **\$95** per person. Check, VISA or Mastercard only.

**PLEASE NOTE: Payment must be made in advance of class date. Class size is limited and space is available on a first-come, first-serve basis. Registration closes 3/5/09.**

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Credit Card #: \_\_\_\_\_ Exp date: \_\_\_\_\_ CCV: \_\_\_\_\_

Billing address if different from above: \_\_\_\_\_

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*“Working with John has brought this company to levels we thought we would never achieve.”*

Vincent D. Bruzzese  
Vice President,  
Artic Engineering  
(Massachusetts)

*“Because of our work together I was able to take a start-up business from working in a warehouse with two employees to a multi-million dollar company with a new facility and a complete installation and service staff.”*

John D’Arcangelo  
President,  
ACP Heating & Cooling  
(New Jersey)



**Air Purchases, Inc.**

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