

HVAC Business Key Frustration Solutions Directory

Provided as a courtesy to HVAC Contractors to
Produce a Continuous Business Plan.

Powered By



**50 Musket Drive,
Nashua NH 03062**

Introduction

To work for yourself, to be your own boss, to run your own HVAC business – for many these phrases describe the American dream. Becoming a successful HVAC business owner, however, is not an easy task. It requires skill, motivation, hard work, HVAC business operating system and good luck. The HVAC business owner stands on the brink of a fantastic future with a thousand HVAC related business questions that need quick answers.

The *HVAC Business Key Frustration Solution Directory*, was compiled by nationally recognized HVAC business industry experts and users of proven business processes used at such successful residential and commercial/industrial industry groups as GrowMyHVAC.com's®, and franchises and consolidators such as *Service Experts*®, *Airtime 500*®, *ISL*®, *ARS*®, *EMCOR Services*®, *The Linc Group*®, as well as, from contributions from our successful clients. The business objective of our *Business Growth Coaching Program*, was to take the “best from the best” and assemble it in such a way as to better help new and established HVAC business owners overcome the 4-key poor profitability business symptoms, without having to pay the huge fees and time investment associated with these other industry groups.

Overcoming the 4-Key Symptoms of Poor Profitability

HVAC Business Key Frustration Solutions Directory we will next provide you *ANSWERS* to overcoming common HVAC contractor industry poor profitability and *improving your quality of life* questions.

However, we first need to understand the business symptoms of poor profitability, the associated processes that causes poor profitability symptoms, and where in our Ready-Built HVAC Residential and Commercial HVAC Business Packages you can find solutions.

1. **Poor Cash Flow**: They experience poor cash flows with operating expenses often greater than cash coming in to pay for them.
2. **Low or cyclic revenues**: They have cyclic revenues or more commonly known in our industry “feast or famine” sales.
3. **Poor Employee Recruiting/Retention**: They have poor employee recruiting and retention which prevents them from finding, getting and keeping your good people.
4. **Poor Customer Retention**: They have poor customer retention which is a death knell to any service based HVAC business.

First, select your frustrations. Second, identify frustration number(s). Third, go to last page # 4 to identify solution(s).

Check as many that you relate to over the past 3 years):

- | | |
|--|---|
| <input type="checkbox"/> 1. Not enough profit | <input type="checkbox"/> 19. Business depends too much on me |
| <input type="checkbox"/> 2. Not enough cash | <input type="checkbox"/> 20. Too much inventory |
| <input type="checkbox"/> 3. Lack capable managers | <input type="checkbox"/> 21. Not enough personal income |
| <input type="checkbox"/> 4. Can't find good people | <input type="checkbox"/> 22. Not enough sales/customers |
| <input type="checkbox"/> 5. Working too hard/too many hours | <input type="checkbox"/> 23. No succession plan |
| <input type="checkbox"/> 6. No "sounding board" | <input type="checkbox"/> 24. Need to be a better delegator |
| <input type="checkbox"/> 7. Feel enslaved by my business | <input type="checkbox"/> 25. Not enjoying my business anymore |
| <input type="checkbox"/> 8. Hiring the wrong people | <input type="checkbox"/> 26. Losing good people |
| <input type="checkbox"/> 9. Feel like I lack focus or clarity | <input type="checkbox"/> 27. Don't have the right culture |
| <input type="checkbox"/> 10. Not strategic enough | <input type="checkbox"/> 28. Not sure what my gaps or needs are |
| <input type="checkbox"/> 11. Tolerating problem employees | <input type="checkbox"/> 29. Not implementing well |
| <input type="checkbox"/> 12. Business or personal relationships are strained | |
| <input type="checkbox"/> 13. Value of business not as high as I would like | |
| <input type="checkbox"/> 14. Hard to plan or think in my busy environment | |
| <input type="checkbox"/> 15. Inconsistent operational performance | |
| <input type="checkbox"/> 16. Need some way to be held accountable or improve my goal-setting | |
| <input type="checkbox"/> 17. Business is not systematized or is inefficient or disorganized | |
| <input type="checkbox"/> 18. Not getting to some key projects or initiatives | |

**Need frustration relief help? Call our FREE Online Resource Center
Coaching Hot Line
1-800-240-2823 to**

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Ready-Built HVAC Business Solution Matrix

Key Frustration Number	Ready-Built Business Solutions
Any or All Frustrations	We offer FREE Expert consulting to help provide answers to any question stemming from this questionnaire by calling your assigned Business Fitness Coach or call our hot line at 800-240-2823.
1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 13, 14, 15, 16, 17, 18, 19, 20, 21, 23, 24, 26, 27, 28, 29	We provide our Ready-Built HVAC Contractor Business Package clients with a low cost on-line LIVE and pre-recorded access available 24/7 to a proven set of best practice HVAC business systems, pricing systems, work delivery processes, methodologies, governances, recruiting, hiring, management and staff job training, strategic valuation & business planning, along with assigned business & implementation coach to FAST TRACK your business success. View our cloud based Retail Residential and or Commercial HVAC Service business operating business clone software and to prevent underpricing we provide all (5) flat rate price guides ; (1) Fix-Right HVAC Repair, (2) Fix-Right Plumbing Repair, (3) Fix-Right Electrical Repair, (4) Any Brand Home comfort Certified System HVAC Replacements and (5) Any Brand Home comfort Certified System Ductless Mini-Split Installations.
1, 2, 17, 22, 29	We help our Ready-Built HVAC Program contractor clients with making their phone ring more by helping Retail Residential and or Commercial HVAC Service businesses implement proven processes by department: <ul style="list-style-type: none"> • Lead generation website/bi-monthly blogging and & Social Media • Lead generation process on all service and sales calls • Seasonally timed lead generation media campaigns.
1, 2, 3, 4, 5, 6, 7, 8, 9, 12, 13, 15, 16, 17, 19, 20, 22, 23, 26, 27, 29	We help our Ready-Built HVAC Program contractor subscribers with making more money by helping them implement by written delivery processes, methodologies, and governances of successful Retail Residential and or Commercial HVAC Service businesses by department process for: <ul style="list-style-type: none"> • Pricing their services right • Selling their services based on value not price • Delivering their services right • Right sizing their staff • Stocking inventory right • Hiring, staffing, training, compensating and motivating their staff • Keeping their business and people on the right track to budget
7, 14, 24, 25, 29	We help our Contractor Partners with making more FREE time by helping them Implement and managing processes not people.

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