

# **Does *READY-BUILT HVAC Program Fit* Questionnaire**

**My key frustrations are (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 Online Resource Center  
Coaching Hot Line  
1-800-240-2823 to  
Speak FREE to an Expert Coach**

# Ready-Built HVAC Solutions Matrix

Key Frustration Number	Ready-Built Business Solutions
Any or All Frustrations	We offer FREE Expert consulting to help answer to any question stemming from this questionnaire by calling our hot line at 800-240-2823.
1, 3, 5, 6, 7, 8, 9, 10,13, 14, 15, 16, 17, 18, 19, 21, 23, 28, 29	We provide our Ready-Built HVAC Program contractor clients with a low cost on-line LIVE and pre-recorded access available 24/7 to a proven <b>set of best practice business systems, processes, methodologies, and governances</b> and staff job implementation to make your company a successful Retail Residential or Commercial HVAC/R business, and FAST TRACKS your business success. View our cloud based HVAC business operating software along with easy step-by-step 6 departmental business systems, process and associated online staff job training at GrowMyHVAC.com's Online Training Center at <a href="http://www.GrowMyHVAC.com">www.GrowMyHVAC.com</a> .
3, 4, 17, 19, 22, 26, 29	We help our Ready-Built HVAC Program contractor clients with <b>making their phone ring more</b> by helping <b>Retail Residential and Commercial HVAC/R business</b> implement proven processes by department: <ul style="list-style-type: none"> <li>• Lead generation website/bi-monthly blogging and &amp; Social Media</li> <li>• Lead generation process on all service and sales calls</li> <li>• Seasonally timed lead generation media campaigns.</li> </ul>
1, 2, 3, 4, 5, 6, 7, 8, 9, 11, 12, 13, 15, 16, 17, 19, 20, 22, 23, 26, 27, 29	We help our Ready-Built HVAC Program contractor subscribers with <b>making more money</b> by helping them implement by written delivery processes, methodologies, and governances of <b>successful Retail Residential and Commercial HVAC/R business</b> by department process for: <ul style="list-style-type: none"> <li>• Pricing their services right</li> <li>• Selling their services based on value not price</li> <li>• Delivering their services right</li> <li>• Right sizing their staff</li> <li>• Stocking inventory right</li> <li>• Hiring, staffing, training, compensating and motivating their staff</li> <li>• Keeping their business on the right track to budget</li> </ul>
7, 14, 24, 25, 29	We help our Contractor Partners with <b>making more FREE time</b> by helping them Implement and managing processes not people.