



FINANCIAL MANAGEMENT PROGRAM
 - Designed for HVACR Contractors

HRAI is pleased to offer its Financial Management Program for our members. This program is a set of 20 bulletins compiled in a comprehensive and detailed manual that has been developed by Ron Coleman of Coleman Management Services Inc. Specifically designed for the HVACR contractor, learn how to grow your business and show profits by incorporating these modules into the management of your business operations.

Bulletins are as follows:

- | | |
|---|--|
| 1- What is profit? | 11- Break Even |
| 2- The Business Accounting Approach | 12- Work-in-progress |
| 3- Why Small Business Fail | 13-Overhead |
| 4- Accounting and Cost Codes | 14-Charge-Out Rates |
| 5- Profit Strategies | 15- Pricing Sensitivity – Part 1 |
| 6- Understanding Financial Statements –Part 1 | 16- Pricing Sensitivity – Part 2 |
| 7- Understanding Financial Statements –Part 2 | 17- Managing Cash Flow – Part 1 |
| 8- Interpreting Financial Statements –Part 1 | 18- Managing Cash Flow- Part 2 |
| 9- Interpreting Financial Statements –Part 2 | 19- Managing the Collection of Accounts Receivable |
| 10- Markup/Markdown | 20- Financing your business |

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Expires September 30, 2018

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| Manual – Financial Management Program for HVACR Companies 20 bulletins to help show & grow profit in your business | | \$89.95 \$50.00 | \$6.50 | |

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