What Successful HVACR Contractors Do

Your Six Top Strategies

Presented by: Ronald Coleman

Join us for a three-hour presentation focused on residential and commercial HVACR contracting

HVACR is big business, every residence and business is a potential client. Virtually every business can be made more successful and more profitable. There are key elements that senior management must focus on to create that extra success as successful HVACR businesses sell for a lot more money than their less successful counterparts. Attend this three-hour presentation focused on HVACR contracting both residential and commercial.

The program content will include:

1. **Train your replacement so that you can work on the business and take more time off and become a leader.**
2. **Implement the key strategies for improving profitability on T & M projects**
3. **Know how to get additional revenue on every service call.**
4. **Develop a strategy for increasing your Planned Maintenance base (These companies get sold faster and for more money).**
5. **Implement strategies for effective project management to improve profits and customer satisfaction. Understand and manage the four outcomes that everyone wants and needs.**
6. **Learn and implement the four truths of how to grow your HVACR business**

Ron Coleman has undertaken more than 20 annual surveys of HVACR contractors for HRAI. He has a unique insight into the operations of these contractors and really understands why the top 25% of HRAI HVACR contractors make between 10% and 22% pre-tax profit on a regular basis. (www.ronaldcoleman.ca)

REGISTRATION FORM

This three-hour presentation focused on residential and commercial HVACR contracting will take place at:

HRAI's Training Room.
2350 Matheson Blvd. East
Mississauga, ON L4W 5G9
Wednesday, August 23, 2017
9:00 a.m. till Noon.

- **Send the registration form to Catherine Contreras ccontreras@hrai.ca or fax (905) 602-1197 ATTN: Catherine.**
- Space is limited - First come, first serve.

Registration Type	FEE	Check Applicable Box.
Special Discount for HRAI Members currently enrolled in the Financial Benchmark Program (subject to verification by HRAI Staff)	$200.00 Plus HST.	
HRAI Member	$250.00 Plus HST.	
Non Member	$750.00 Plus HST.	

Email: _____

First Name: _____

Last Name: _____

Company/Organization: _____

Address: _____

_____

City: _____ Prov.: _____

Postal Code: _____ Phone:

Payment information:

Credit Card Number _____ Exp._____

Cheque Enclosed ☐ As a member of HRAI, I prefer to be invoiced ☐

HRAI – 2350 Matheson Blvd East, Mississauga, ON L4W 5G9
Attn: Contractors Division