



Profits Unlimited

Where Profit is not a DIRTY word!

3930 – B Bardstown Road

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800-845-0499

- A) **2008 & Beyond** – “Where’s the industry been and where is it going? Perception Vs Reality.
- B) **Bidding** - “Cost Recovery starting at ground Zero. *Why do you charge what you charge?*”
- C) **Capturing the Commercial Market** - “How to do it?” I’ve always been residential.
- D) **Communication Systems** - “It takes money to make money”
- E) **Contracts** - “Residential & Commercial, Why or Why not?”
- F) **Computers** - “Do you own a \$2700.00 deck of cards?”
- G) **Controlling Your Destiny** - “Are you in charge?”
- H) **Delegation** – A must if you want your company to grow. Easy to say, hard to do!
- I) **Diversification** - “Is it for you? This better be Yes”
- J) **Employees** - “This is always exciting. Never hire someone you cannot fire.” Hiring the right person.
- K) **Growing a Profitable Business** starts with a solid foundation. “This includes: Bidding, Contracts, Goals, Pride, Professionalism, Marketing, Advertising, & Selling.”
- L) **I did it, so can YOU!** - The mistakes & assumptions that I made in attempting to grow my business. Why I did it that way, and why I changed. You can do anything you want if you put your mind and most importantly, your heart into it.
- M) **Image – What’s your company image?** Do you really know? What’s the Value?
- N) **Leads** - “Do you really know what’s working? Are you maximizing your efforts & how?”
- O) **Leaf Removal** - “This can be profitable”
- P) **Manage by Design** – Complete Business Management Package
- Q) **Marketing the Market** - “Who is your market and how will you reach them?”
- R) **Positioning Your Company for Success** – It is not just working hard. What must be in place to achieve & exceed your goals! The three steps to success.
- S) **Pride** - “Are you proud of what you do or do you apologize for it?” {very interesting topic}
- T) **Selling Value vs. Cost** - “Are you selling or telling? Learn techniques & principles that will help take you to the next level”
- U) **Snow & Ice Management** - “Don’t let your Profits melt away”
- V) **Telephone Techniques** - “This is not a telemarketing presentation. It covers proper telephone procedures from beginning to end”
- W) **Training** - “It’s a must or bust.” What are you doing to help your employees succeed and be profitable?
- X) **Welcome to the Real World** – “Employees, crew leaders & managers. Never hire someone you can not fire!”

*** Our half-day presentations are FULL of interesting, useful and practical information. Bidding & Contracts are always a huge favorite as a segment of these sessions.**

These are a few suggestions for topics of discussion. Each topic can be customized to work within a specific length of time to fit your individual needs or combined with other topics to create a presentation length of your choice.