



Barry Burnett is recognized on a national scale as one of the HVAC industry's premier business management training and consulting icons.

His experience in the HVAC industry spans more than 42 years. Barry has trained tens-of-thousands of business owners on HVAC-specific business management concepts to help them drive profit and growth in their business.

LEARN CUTTING EDGE CONTENT TO DOMINATE YOUR MARKET AND NET DOUBLE-DIGIT PROFITS

Structuring for Profit & Growth has been re-written with cutting edge content and information that every business owner and manager needs to know and understand in order to grow and prosper.

According to Fox Business, Baby Boomers control 70% of all disposable income in the US. As a result, let's put together a strategy to capture our share!

Topics Include:

- Successful strategies for managing Millennials
- How to capture the new "aging in place" market
- How to structure your business for profitable growth
- Dynamics of profitability
- Proven methods for driving sales
- Operational keys for profitable growth
- Service strategies for success in leadership
- Generational selling

You will leave with actionable strategies that you can apply immediately to improve your business. Class includes 30+ tools, templates, and spreadsheets.

"One of the best classes that I've been to in over 35 years in the industry."

Mark Lea

Space is limited – sign up today!
Call Angie Swartz @ 206-870-1880 ext. 1120

Attendee Testimonials

"Fantastic class! I've been with my company for 32 years and have yet attended a class that was half as good. I loved this! BDR is for me!" ~ *Nathan Iacobacci*

"Very informative and helpful. Walked away excited about what was learned and anxious to work on and implement improvements. Thank you!" ~ *Alex Donatlu*

"Continue to educate me the way today & yesterday's class did. I was on the verge of burn out. I HAVE BEEN RESURRECTED. Thanks!!" ~ *Brian Blankenship*

STRUCTURING FOR PROFIT & GROWTH

PROVEN TOOLS AND STRATEGIES FOR SUCCEEDING IN HVAC THAT WILL IMPROVE YOUR BUSINESS AND LIFESTYLE

- DYNAMICS OF PROFITABILITY
- SELLING STRATEGIES FOR EQUIPMENT & ACCESSORIES
- OPERATIONAL KEYS FOR PROFITABLE GROWTH
- SERVICE STRATEGIES TO IMPROVE PROFIT
- LEADERSHIP STRATEGIES

When & Where:

- March 6-7, 2018 in Dallas Forth Worth, TX

Trainer:

- Barry Burnett

Who Should Attend:

- Owners
- Managers

Accommodations:

- Hotel recommendations will be sent in your class welcome packet

What's included:

- Continental Breakfast
- Lunch
- Break snacks



Register Online at www.bdrco.com or fill out and return this form

Company Name:			Contact:		
Card #:			Card Type:		
Name on Card:		Exp.	/	CID#	
Billing Address:		Email:			
City:	State:	Zip:	Company Phone #:		
<input type="checkbox"/> I hereby authorize payment to be processed using the credit card provided above and agree to the cancellation terms.					
<input type="checkbox"/> I hereby authorize payment to be processed using my payment method on file with BDR for my coaching program					
Authorized Signature:			Date:		
Important Notes		Class Fee Per Company		Payment Plan (Check Below)	
Fee does not include travel, lodging or dinner. Fee is non-refundable		Sign up	By: 2/6/18	After 2/6/18	1 Payment
		First Attendee	\$ 895.00	\$ 995.00	3 Payments
		Each Additional	\$ 795.00	\$ 995.00	
<i>Cancellations received within 10 days of the class are non-refundable There is a \$200 per person transfer fee to move to another session. Note: new sessions may take place in a different location from the current session.</i>					
Attendee Names		Email Address		Fee	Comments
1					
2					
3					
4					
Referred by:			Total:		