

DOUBLE PROFITS EXERCISE

Date _____ Time: _____
 Name _____
 Current Net Profit \$\$ _____
 Current Annual Salary \$\$ _____

5 Mega-Trends That Catapult or Kill Business Profits

- 1) BABY BOOMERS buy more. + or -
- 2) FUEL PRICES are lower. + or -
- 3) Big boys FACE RISING costs. + or -
- 4) Pay RATES are going UP. + or -
- 5) AUTOMATION revolution UNDERWAY. + or -



1

2

REPLACE

1 in 5

BAD jobs!

<u>CUSTOMER</u> Name	Annual <u>REVENUE (a)</u>	Total <u>MAN</u> <u>HOURS (b)</u>	Dollars <u>PER</u> <u>MAN HOUR</u>

**IDENTIFY YOUR HIGHEST PAYING DOLLAR PER HOUR CLIENTS!
 LOVE THESE CLIENTS WITH ALL YOUR ♥!**

5 WAYS TO DOUBLE SALES

- 1) PRICE (RAISE) RIGHT (PRICE)!
- 2) Get MORE EFFICIENT!
- 3) Become a STUDENT OF MARKETING!
- 4) Sales WARRIOR TRAINING system!
- 5) Buy ANOTHER COMPANY?!?

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5 C Words Needed To Double Sales

- COURAGE _____ CONFIDENCE _____
COACH _____ CASH or CAPITAL or CREDIT _____
COMMITMENT for 12 to 24 months.

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TOP SECRET
 LAWN & LANDSCAPE
 BUSINESS OWNERS GUIDE
 =====
 HOW TO
 DOUBLE PROFITS
 OR DOUBLE SALES
 IN 12 TO 24 MONTHS
 =====
 BY TONY BASS