

Name: _____ Date: _____

Current Net Profit: \$ _____ Current Annual Salary: \$ _____

DOUBLE PROFITS

8 Simple Steps to Double Your Profit

- Step 1 Create a simple _____
 - Step 2 Collect _____ for _____ 1 and 2
 - Step 3 Complete Column 3: _____
 - Step 4 Calculate _____ per _____
 - Step 5 _____ your data ranges
 - Step 6 _____ prices on the _____ 20%
 - Step 7 Send a _____
 - Step 8 _____ the 3 Biggest _____ Mistakes
1. _____ Method 2. What's Your _____? 3. _____ Rates

"D" Jobs

- _____ you money
- Replace __ in _____ jobs

Job Records Strategies

- None**
 - Keep _____ and _____ Times
 - Pull _____ from payroll, daily schedules, etc
- Incomplete**
 - Use the _____ you _____
 - Look for obvious _____
- Good**
 - Do the _____
 - High _____ activity

5 Strategies to Use When Clients Negotiate Price

- #1 Use caution with _____ account clients
- #2 Use the 3% _____ range for check payments versus card payments
- #3 Offer a pre-pay _____
- #4 Change the _____ of work
- #5 Offer _____ saving ideas

Sample Double Profits Spreadsheet

1 Customer Name	2 Annual Revenue	3 Total Man Hours	4 Dollars per Man Hour
Mid HOA	\$25,000	1000	
FR Apts	\$12,000	600	
Jones	\$4,500	120	
Smith	\$3,600	95	

*Divide column 2 by column 3 to get column 4

The Best Time to Raise Prices

In the _____
 OR
 The _____ you find you are losing money on an account!



www.superlawntoolkit.com/ _____

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