



# Mechanical Service Contractors of Canada

## Your Million Dollar System & Four Ways To Grow Your Business

### The Steps To Making More Money Are Right Here

This one day course offers two of the most eye-opening programs all at once. In the morning, as a result of analyzing more than 2,000 sets of contractors' financial statements and 33 benchmark programs, learn to understand your numbers...then learn what's behind the numbers. Learn what successful trade contractors are doing and how to bring this success to your life. In the afternoon, for certain activities you just need a few very specific tools. To grow your business there are four tools that make all the difference. Learn how to maximize each transaction.



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### Topics Covered:

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#### Your Million Dollar System & Four Ways To Grow Your Business

- **Identify** and discuss methods to make more money and to grow your business
- **Understand** that the reason for building a business is to sell it
- **What** it means to work ON your business compared to IN your business
- **Develop** strategies that you can implement in your business immediately without spending thousands of dollars on marketing
- **Ensure** that you are positioning your business for the maximum return on effort and investment

**Ron Coleman** - Ronald Coleman is a Professional Accountant, Certified Management Consultant and professional member of the Canadian Association of Professional Speakers. Ron has written seven books on business management for the construction industry, six of which are part of the Canadian Construction Association Gold Seal Program. He has also written and delivered a variety of education courses, he has co-authored three degree courses and does presentations on a regular basis in both Canada and the US. His passion in business is helping contractors to be more successful. In addition to a successful speaking and consulting practice Ron also has an accounting practice and is the President of Coleman Management Services.

