



**PROFITABLE
TRADIE.**
Specialist Business Training for Plumbers and Electricians

Welcome To The Webinar!
*(Don't worry if you can't hear us yet
- we'll be muted till kick-off)*

**Grab Yourself A Piece Of Paper, A Pen And A Coffee Or Tea
And We'll Be Getting Started Bang On Time**



The Success Roadmap

Diagram illustrating the path to success and failure:

- Failure road:** COPY, STAGNATION, LOSERS, MEDIOCRITY
- Success road:** INNOVATION, MARKETING, QUALITY, LEAST, PROFIT

A blue pushpin is shown on the success road.

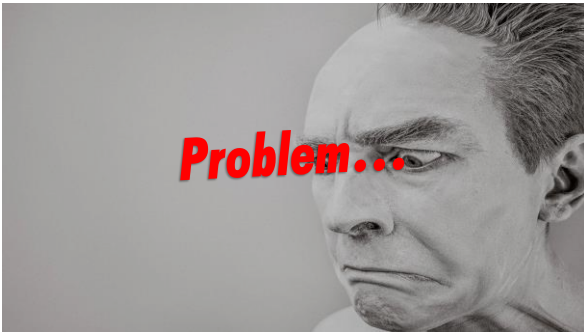


New Year. New Opportunities.

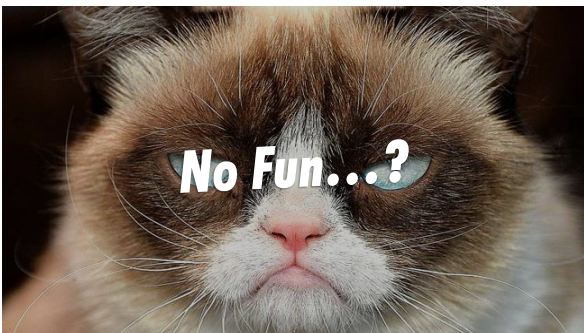




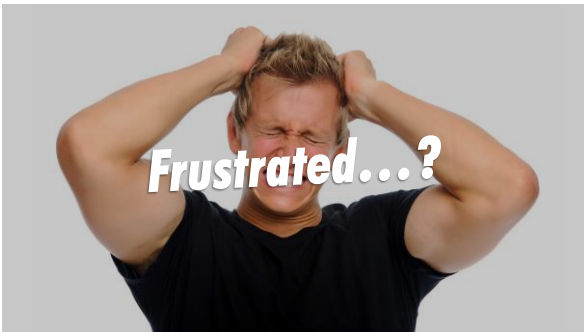
































SMART Goals...



Stop Doing...

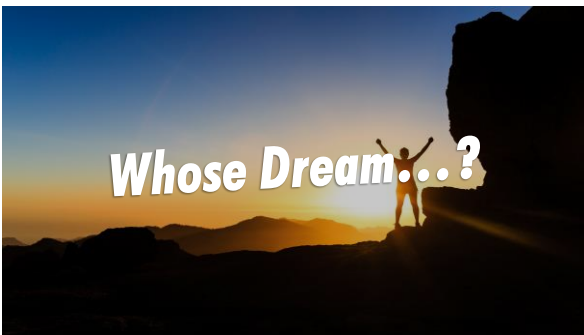


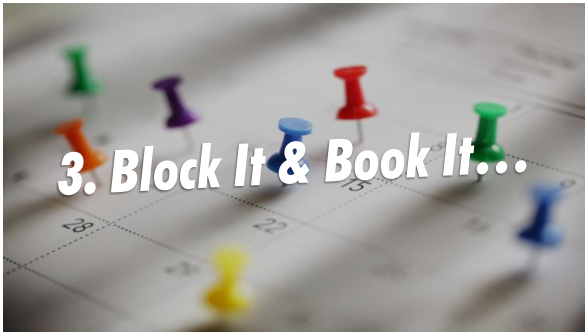
2. First In The Mind...













Default Diary

PROFITABLE
TRADIE.

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
6:00am							
7:00	Team Meeting	Administration	Office Pricing	Administration	Administration		
8:00	Administration	Office Pricing	Office Pricing	Office Pricing	Health & Safety		
9:00	Business Development				Compliance		
10:00							
11:00							
12:00pm							
1:00	Accounting	Accounting	Accounting	Accounting	Accounting		
2:00							
3:00							
4:00							
5:00							
6:00							

Default Diary...



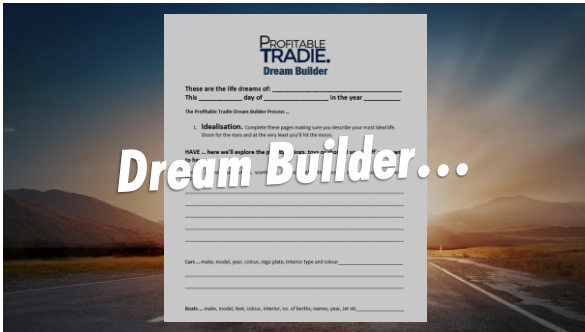


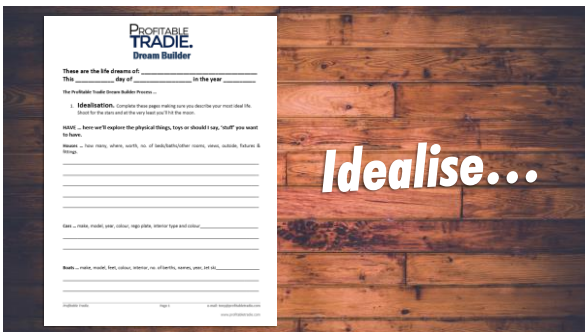














**PROFITABLE
TRADIE.**
Focus On Results

	Now?	In 12 months?
Profit \$		
Holidays		
My Role		
Team Structure		
Health/Fitness		
Relationships		
Fun		

Focus On The Results...

Visualise...

Verbalise...

My 100 Statement

- I am enough
- I am peaceful and graceful
- I am the most patient and nurturing person I know
- I am created through being a highly respected I.G.
- I am peaceful & calm
- I am focused & motivated
- I am a passionate, loving husband
- I am a kind, loving, thoughtful, patient & attentive father
- I am enjoying my activities
- I am enjoying my blood and amazing life
- I am grateful every day for God's abundance in my life
- I am generous and giving while respecting myself
- I am a loving, joyful & fun-loving young love
- I am loving and confidently make people laugh
- I am blessed & confident
- I am a strong & confident for physical, financial & when we - people love

Your Affirmations...

3. **Verbalisation.** Make a list of (at least) 21 "I am" statements about your future self. Describe traits you want to build on, or more specifically, those you will need to become the person you need to become in order to do the things you need to do, so that you can have and experience all you dream of. Say these out aloud every single day, at least twice, with as much passion, volume and desire that you possibly can.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____
21. _____

Materialise...

KPI's...

KPI's Selector

These are the most common KPI's used by businesses across various industries. You can use this as a starting point to select the most relevant KPI's for your business.

Category	KPI Name	Description
Sales	Revenue	Total sales revenue
	Profit Margin	Percentage of sales that is profit
	Customer Acquisition Cost	Cost to acquire a new customer
	Customer Lifetime Value	Value of a customer over their lifetime
Marketing	Website Conversion Rate	Percentage of website visitors that convert
	Cost Per Lead	Cost to generate a lead
	Return on Ad Spend	Revenue generated per dollar spent on ads
	Customer Retention Rate	Percentage of customers that stay over time
Operations	Inventory Turnover	How many times inventory is sold and replaced
	Production Cycle Time	Time from order to delivery
	Quality Control Defect Rate	Percentage of defective products
	Employee Productivity	Output per employee









