

The Right Team Structure - A Winning Growth Plan



1. WHO should I employ first – tradesman or dispatch/admin?

2. WHAT do I need to consider to prevent wasting time and money?

3. WHAT are the steps I need to take?

The Problem



Wrong Decisions



Do Nothing



Frustrated





Capped Earning Capacity

A single yellow rubber glove is shown against a light blue background. The glove is oriented vertically, with the wrist at the top and the fingers pointing downwards. It appears to be made of a smooth, slightly wrinkled material. The lighting is even, highlighting the texture of the glove.

Shrink back

The Opportunity

Right Decisions





Confident



Burst ceiling on earning capacity



Hello holiday!



5 Key Principles

 Lifestyle Tradie
the freedom to choose...

OXIDE]

idea /ɪ'diə/ n. 1 a concept or thought, especially one that is original or new
effort (have you made any effort in your new book). 2 a plan or scheme, especially one that is original or new
or fancy (had an idea where you were

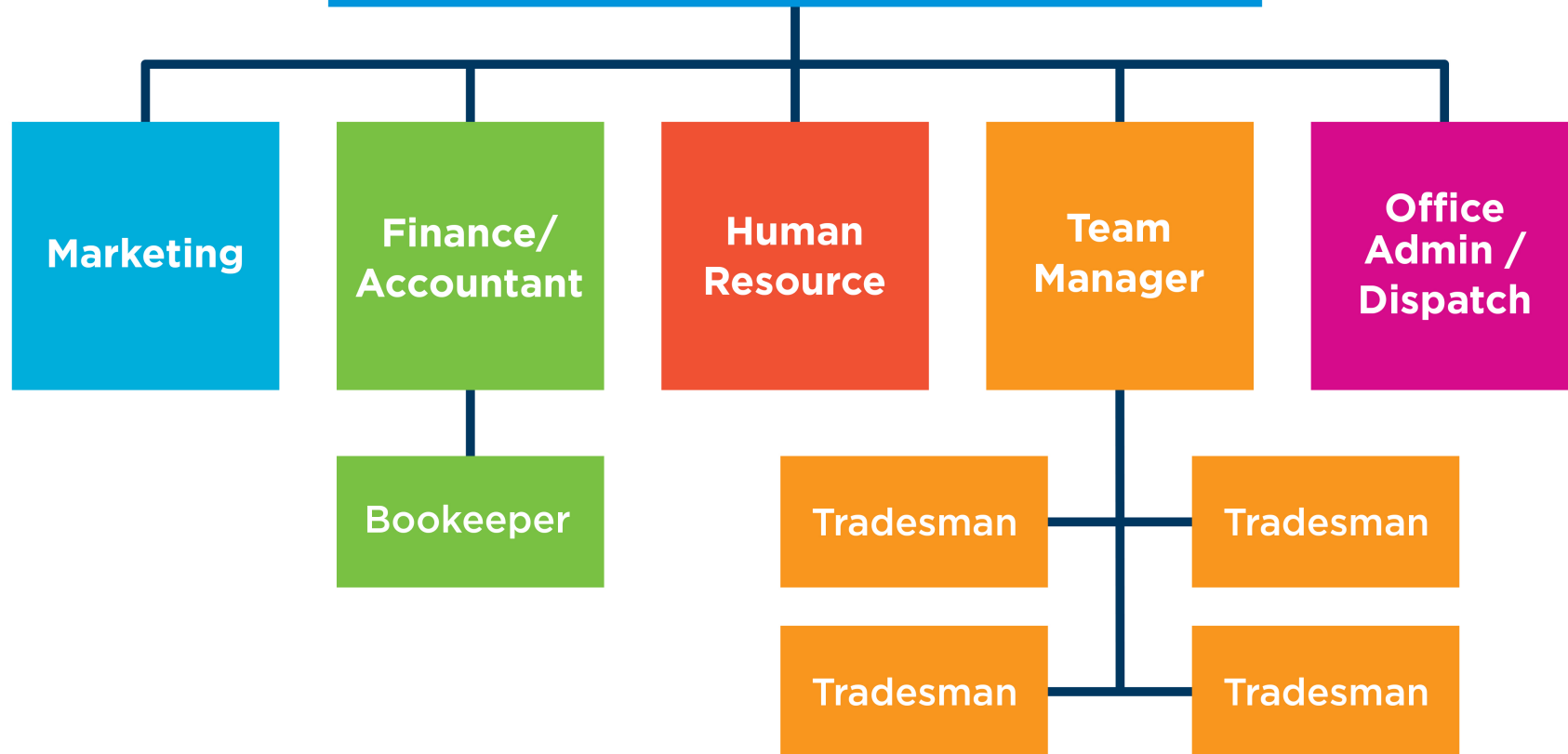


1

Set Future

 **Lifestyle Tradie**
the freedom to choose...

Managing Director



1. Hourly rate

2. Profitable Products
& Services First

3. ABCD Customer
Review

2 *Reality Check*



Targets

Daily Gross Profit target = \$1000 per/day

Yearly Turnover \$250,000 - \$350,000 per/vehicle

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44 weeks

(less 4wk hol, 2 wk sick,
2wk P/H = 8wks)

x 5 days/week

=220 days/year

=220 x \$1,000

= \$220,000



STEP C

STEP B

STEP A

3

Follow Steps

THE TRADESMAN GROWTH PLAN™



THIS IS SPECIFIC TO A MAINTENANCE STYLE TRADE BUSINESS.



START BUSINESS

Considerations - New Admin/Dispatch

1. Room within your own home
2. Rent space/buy office
3. Employee work from own home
4. External company

THE TRADESMAN GROWTH PLAN™

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the freedom to choose...

THIS IS SPECIFIC TO A MAINTENANCE STYLE TRADE BUSINESS.

TIME →





4

Be Flexible

 **Lifestyle Tradie**
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5 *Stay on Track*



Questions?



the freedom to choose...