

The **FAST TRACK**



Pricing for Profit Module

Do you really know what your true cost of doing business is? Learn how to calculate and compare your costs of business with other successful companies.



This System Reveals How to Price Your Services for Maximum Profit

If there is one single issue that is talked about in the carpet cleaning industry more than anything else, it must be price! Carpet cleaners are always talking about *price* and how much to charge.

The problem is that most people have no idea why they charge what they do. Maybe it's because of what the competition charges. Maybe it's because they don't think their customers will pay any more than what they charge.

This program reveals how to know if you are charging enough!

Easy to use spreadsheets (All you have to do is enter in your numbers) for:

- **Break-even analysis * Comparative Financial Analysis**
- **Profit & Loss Survey * Operating Cost Analysis**
- **Budgets * Pricing Analysis**

See what really happens to your bottom line when you raise or lower your prices, even if it results in losing or gaining customers!

Don't just guess anymore! Learn how the operational costs of your cleaning business stack up against similar companies. Find out if you are spending more or less on labor, chemicals, equipment, and advertising than like companies.

For A Limited Time Only, The **FAST TRACK** Pricing for Profit Module includes a **BONUS DVD Presentation of Howard Partridge – Live;** and a **BONUS Audio CD** so you can watch or listen to reinforce your learning wherever you go!

Remember that **ALL FAST TRACK Modules** come complete with a narrated, interactive PowerPoint learning presentation, manuals, a computer CD packed full of sample forms, brochures and ads, and ready to print materials. Some also come with ready to present consumer computer presentations and videos.

The **FAST TRACK** Pricing for Profit Module Includes...

- ✓ How to make sure you are charging enough
- ✓ What happens to your profit when you lower your price
- ✓ Easy to use computer files and spreadsheets reveal your true costs
- ✓ Learn what kinds of add-on sales add the most to your bottom line
- ✓ The most profitable sale ever made
- ✓ What should be included in how you determine your price
- ✓ Learn how too many small businesses are actually hobbies!
- ✓ Common pricing mistakes to avoid
- ✓ Take part in an industry survey – how does your company compare?
- ✓ How to set up a 12 month budget
- ✓ Learn the important components of your income statement
- ✓ Financial analysis for accounting “dummies”
- ✓ Sample proven price lists your company can implement
- ✓ Easy worksheets to determine your actual break-even report
- ✓ Learn how to use actual costs in making profitable competitive bids

PRICING: Part Number FT009

Price \$195.00

To order, call your local Bridgepoint Distributor, or Call Richard Michaelson, the Business Support Programs Director for Bridgepoint Systems at 1-800-794-7425, extension 130.



The **Fast Track** Business Growth Modules were developed by Howard Partridge and Bridgepoint Systems. Howard Partridge operates one of the industry's most successful high-end carpet cleaning businesses, having built his company from the trunk of his car to a \$2.2 million dollar enterprise. The systems and strategies included in the **Fast Track** Modules are put to use every day in Howard's company, Clean As A Whistle, in Houston, Texas. Take your company to the next level by implementing the **Fast Track** System!

