

**7 of 7 BEST Business and Life**

**Snow Systems and Support Structures**

**Leadership**

- Pyramid of Success<sup>+</sup>
- Primary Aim
- Strategic Objective
- Value Statement
- Mentoring

**Systems**

- Cornerstones of Growth
- Client Profile Flow
  - For Sales
  - For Production
  - For Accounting<sup>+</sup>
- Parameter Sheets
- Pre Season Work Orders
- Post Season Work Orders

**Sale / Marketing**

- Sales Organizational Chart<sup>+</sup>
- Sales Flow<sup>+</sup>
- Estimate Proposal Tracking
- Sales Tracking
- Estimate Work Orders Template
- Estimate Work Sheet
- Proposal Template
- Hard Copy Filing
- Computer Filing
- Contract Packet

**Production / Operations**

- Production Organizational Chart
- Production Flow
- Operation Flow
- Routes Boards
- Routes / Work Orders
- Pre Season Work Orders
- Post Season Work Orders
- Dispatching
- Work Order / Time Completion
- Pre Storm Processing
- During Storm Processing
- Post Storm Processing
- Snow Log Book

**Accounting / Finance**

- Internal Organizational Chart<sup>+</sup>
- Invoicing System<sup>+</sup>
- Computer Security<sup>+</sup>
- Account Payables<sup>+</sup>
- Financial Reports
- Payroll

**Human Resources HR**

- HR Organizational Chart
- Human Resource<sup>+</sup>
- Marketing Position
- Subcontractors<sup>+</sup>
- Hiring Systems
- Career Development
- Benefit Management
- Education

**Network**

- Manual
- Career Development
- Organizational Charts
- Position Agreements
- Pyramid of Success
- Cornerstones of Growth
- Business Building 101<sup>+</sup>
- Sales Flows / Systems / Network
- Client Profile Flow
- Sales Flows / Systems / Network
- Invoice Flow / Systems / Network
- Pre Storm Process
- During Storm Process
- Post Storm Process
- Work Order Completion

**Education**

Route / Work Order / Dispatching Paperwork Generation