



7 OF 7 BEST
Business and Life Strategies, LLC

THE SNOW MILLIONAIRE MASTERY *Intensive*

Production System Module

“Being busy does not always mean real work. The object of all work is production or accomplishment and to either of these ends there must be forethought, system, planning, intelligence, and honest purpose, as well as perspiration. Seeming to do is not doing.”

Thomas A. Edison

Success is working together and keeping it together. We learned about the systems and process that made the Sales Department consistent and effective. And we learned the one process that connects sales to production: the Contact Packet. This Packet has the information; the connective tissues that help production do what production does.

- What do we do next in the business once the contract is signed from the client?
- How will production start their work with this signed contract?
- How do we make sure the client is taken care during the season and also get what they paid for?

This module will get these questions answered and also create the foundation to produce the work AND satisfy our clients.

How my scheduling used to look...

I used to schedule on the fly. My crews would come in before each snow event and we'd spend time working out where they were going, what equipment and tools they needed to get the job done, write up the sites each crew would go to, and then push them out the door.

Even with just 15 minutes per crew the time started to add up quickly. With 4-8 crews on the go we could all be spending 2 hours sorting out the work schedule. This is time that goes unbilled, for both myself and for my staff... not a good thing.

It also made us all frustrated and nervous. We were never quite sure what was going on and I was constantly bombarded with questions. The crews felt rushed and mistakes crept in when equipment was forgotten or materials had to be bought on the fly and of course bought at a higher price.

Luckily all of this came to an end when we made some common sense and simple changes to our routing and scheduling process.

Compared to how my snow event was at \$15M...

Imagine walking into production, knowing that your crews are all set for the upcoming snow event. And imagine, you are sitting down with your team and the discussion is one of letting you know what they think will happen, how they will perform the work, and of letting you know they are ready!!

Now back up in time and let's be the proverbial fly on the wall.

You watch as the crews have a place where they can go to get their work orders and routes and a place to find information for the upcoming sites. They review the work to be done, they prepare their trucks and equipment, and get ready for the snow meeting. No longer are you hounded by questions because everything is available to them. They now have one crew with one truck, one set of equipment and tools. They knew where they were going, when they were going, and an idea of how long each site was going to take.

How this changed my business as it will change yours...

Now your crews are empowered and you can ask them powerful questions like "What do you think about the sites?", "Can you do this quicker?", "What do you need?" and "How can we do this better?" It changes the workplace from a command and control approach to a collaborative approach where your staff provides valuable input direct from the front lines of working with clients.

And it frees up critical time for both you and your crews to now work on the issues of the clients. To do the work that actually brings in the money and grows your business.

You experience a newfound freedom

PRODUCTION SYSTEMS MODULE



We know that there are four major areas, cornerstones or departments in an organization:

1. Marketing & Sales
2. Production & Services
3. Accounting & Finance
4. Human Resource & Education

We are going to now take the Second Cornerstone:

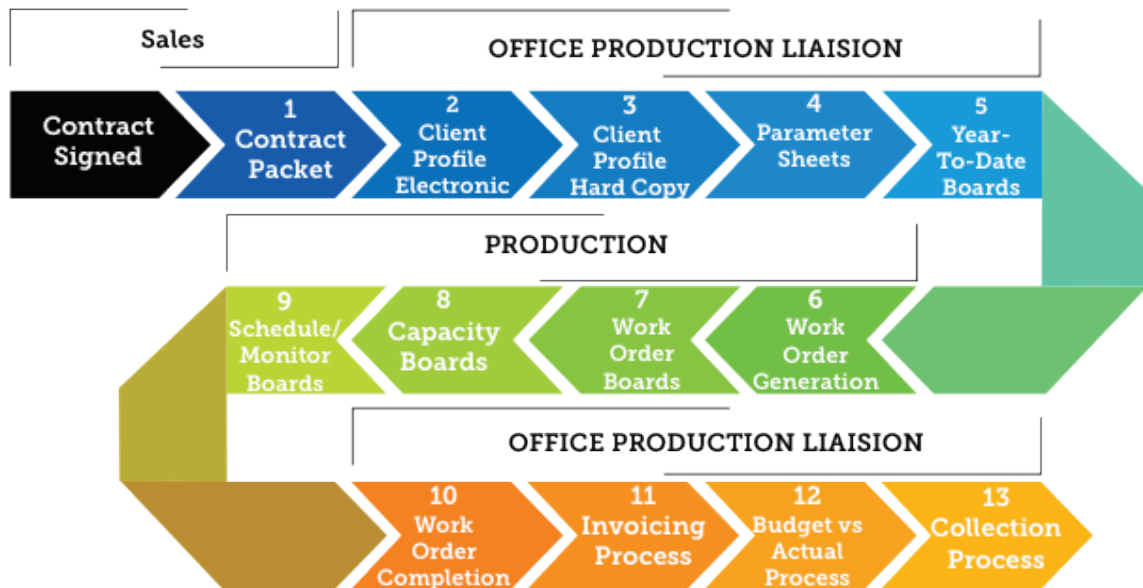
The Production and Service Department.

Your Production Systems are what help you deliver the work to the client on time and in a profitable fashion.

It should also mean less time spent trying to organize the production side of your business and more time doing what matters... [getting clients and keeping them happy.](#)

7 of 7 BEST

Contract Packet to Work Order to Invoicing Flow



In Module Five Production Systems, we will understand, create and then implement the following Processes and Templates:

1. **Capacity Boards:** These Capacity Boards are one of the simplest ways to know what the capacity of your company's labor, equipment, tools, materials, and sites are.
2. **Route Boards:** This one board will help the organization put the resources from the Capacity Boards into workable routes.
3. **Work Order Management:** We will look at the work order flow process from the start of the event until the work orders go into the accounting department. We will use the work order templates for the snow worked scheduled. These work orders will help the production in the field capture the work consistency and easily.
4. **Dispatching:** Command Central is the easy way to say what this is. With the tools and the templates and with your resources, we have one central person that will guide the field and the client, pre, during, and post snow event.

Ok Ladies and Gents,
 Watch the Video,
 Work with the Templates,
 And if you have any question or need help,
 Need Help, Summit the Request Form. Be Great, Domenic