



THE SNOW MILLIONAIRE MASTERY *Intensive*

Production System Module Route Creation

“Coming together is a beginning; keeping together is progress; working together is success.”

Henry Ford

The Site Service Boards and the Route Boards are the boards we will be using to create the routes and to the boards to be used during the snow season.

They are used in the beginning of the snow season to give your production team the capacity knowledge of what sites were sold and the hours to do the work **AS THE WORK IS CONTRACTED.**

The result of this sub-module will produce your routes for the snow season. There will be need of tweaks per snow event. Let's face it, all snow events are NOT the same. We are looking at a way for the production men and women to have the foundation or base knowledge of 80% to 90% of what has to be done. The work of tweaking 10% or so of the routes each snow event becomes minimal.

The Parts of a Routing Board

- a. **Site Boards** – these boards hold the hour details for the plowing and for the shoveling until it is ready to go into a route. They are divided into zones of your snow area.
- b. **Route Boards** – these boards are where we build the routes for each zone. Each route will be built on a 6-hour total time to complete the work.
- c. **Maps** – we will create maps of your area that include all clients and their location within the state. Using the large scroll down maps, label each client using adhesive so you don't damage the map. Each separate zone will be marked with its own separate color. If I had to say the reason for this map: It looks damn impressive...
- d. **Route Map** – An electronic version of all the routes in one easy guide to use for your crews.

The Systems / Templates and Information that Flow from Sales to Capacity Boards to Route Boards:

Contract Packet
Parameter Sheets
Preseason Work Orders

Site Hours Plow
Site Hours Shovel
Service Zone Area

Truck
Driver/Crew
Sites w/ Hrs

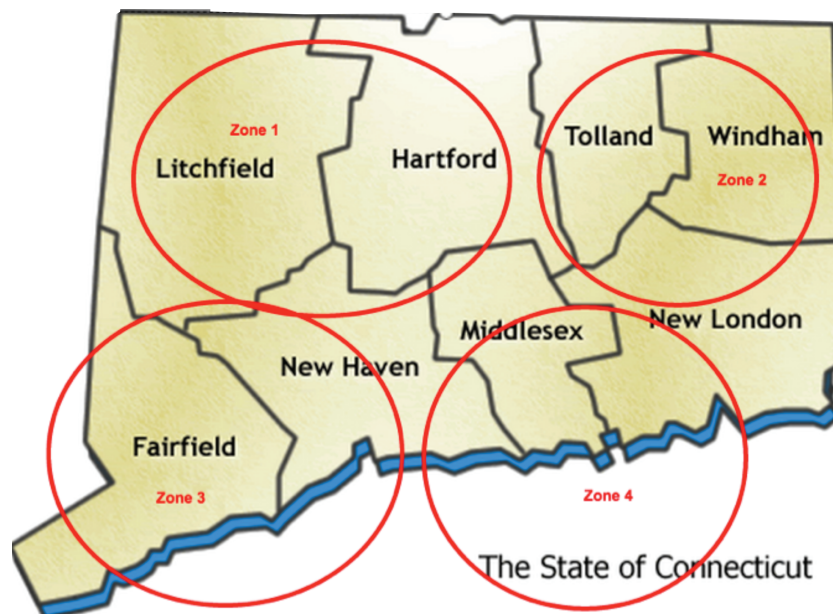


CREATING YOUR ROUTES

Site Boards

We start by creating zones for your service boards. First, we take our geographic snow area and we divide them into zones. The zones are the possible area that can be serviced by your team. This helps make sure that the crews CAN do the work with the least amount of travel.

Using this example below, one can help draw 4 zones.



Route Boards

We next will create routes in each zone. Routes will be built to a 6-hour maximum total work schedule. Note: One-acre lot is approximately one hour of plowing and 1500 sq feet sidewalk is approximately one hour of shoveling.

We have the Capacity Boards for Trucks, Employees, Materials, and Subcontractors. We have the Site Boards with all the sites and the resources the site needs.

We create a route board and create each route in the zone that the work will be performed. An example of a board is below. This board can have up to 15 routes.

Route Board

#1 Truck crew	#2 Truck crew	#3 Truck crew
#4 Truck crew	#5 Truck crew	#6 Truck crew
#7 Truck crew	#8 Truck crew	#9 Truck crew
#10 Truck crew	#11 Truck crew	#12 Truck crew
<ol style="list-style-type: none"> 1. Put Truck #s at Equipment #s 2. Driver/crew list 3. Put Site # Hours 4. 6 hours / route goal 		

We have the Route number, the truck, the workers, and the sites with the hours needed. Each of these routes will have a 6 hours maximum.

Note: I know what you are thinking. Really, Domenic 6 hours of work and that is it!!! I can do 12 hours. I have done 20 hours!!! Yes, I have too. But can you imagine in your near future, where your crew can perform the work for any storm 12 inches or less, PERIOD. If it is storm of 1-5 inches, we have about 6 hours of work. If it is a storm of 6-10 inches, we have about 8 hours of work. If it is 10-12 inches, we have about 10 hours of work. When the blizzards come by our way, we have the capacity to do that work. How would your company feel, knowing that they can perform optimally? How would your clients feel, knowing you are capable of any crisis?

Maps of your area

This map is a visual that gives the company the knowledge of where each site is located. And, for me, it does put a smile on your face..... I found this always impressive....

Include all clients and their location within the state. Using the large scroll down maps, label each client using adhesive so you don't damage the map. Each separate zone will be marked with its own separate color.



