



# THE SNOW MILLIONAIRE MASTERY *Intensive*

## PRODUCTION SYSTEMS MODULE

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

It also means less time spent trying to organize the production side of your business and more time doing what matters... getting clients and keeping them happy.

For example let's look at what my scheduling used to look like compared to what happened when some of the Production Systems you'll learn in this module were implemented.



## How my scheduling used to look...

I used to schedule on the fly. My crews would come in each morning and we'd spend time working out where they were going, what equipment and tools they needed to get the job done.

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 daily 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 for higher prices.

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

## Compared to how your workday can start...

Imagine walking into the office knowing that your crews all know what they're doing for the week... let alone the day. They have a place where they can go to put their work and pick up the information for the upcoming jobs. 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 that are their own. They even know where to put their lunch bag and aren't constantly caught off guard by changing plans.



## How this changes your business

Now your crews are empowered and you can ask them powerful questions like “What do you think about this job?”, “Can you do this?”, “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 work with clients. To do the work that actually brings in the money and grows your business.

## Plus you experience a newfound freedom

I no longer have to even be there to organize the crews. There’s an assistant who assists the foreman and helps get the guys out to the job with all the equipment and materials that they need.

It opens us up to a whole new way of doing business by simply implementing scheduling processes that have been proven to work in my own business and those of my VIP clients that I work with 1 on 1. Plus it allows us to expand from 8 crews to 20 without all the headaches that came from the old way of doing things.



## How to achieve this result

The beginning of this process is using Capacity Boards so let's start with them.

## Capacity Board

### What are capacity boards?

Capacity Boards are one of the simplest ways to know what the capacity of your company's labor, equipment, tools, and material are. These boards will guide you throughout the snow season with how much snow work can be done in any given event.

### The types of capacity boards:

There are five main Capacity Boards:

- Truck Boards – The number of trucks, types of plows, and type of ice control equipment the company has for a snow event.



- Subcontractor Boards – The subcontractor workforce that will be part of your team. This also has the number of men, trucks, plows, ice control equipment, and equipment of each company.
- Labor Boards – The production men and women and their qualifications: driver, snow plower, snow shoveler, large equipment operator, etc.
- Material Boards - The number of containers, the type of ice-control materials: sand, bulk salt, bag salt, and liquids.
- Site Boards – The site, the square footage lot, the square footage walks, Plow hours needed, Shovel hours needed / number of men. The Site Boards are divided into two separate sections: The Area Service Boards and the Route Boards.

I know a lot of BOARDS!

Don't worry we'll take one board at a time and then show you how the system, templates, and flows happen.

The first four boards are covered in the first section on Capacity Boards.

In the second section we'll cover the Area Service Boards and Route Boards.

And in the third section we'll cover Pre-Season Work Orders which prepare the site and the workers before the first snow event. Then we'll finish off with Post-Season Work Orders that end the season by collecting equipment and materials, reviewing the site, and repairing any damage.

So let's get started with Capacity Boards to begin.