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### Grandy & Associates Offering Focused Business Management Courses for RPA Members

Mokena, Ill. (June 30, 2015) – Grandy & Associates, well-known experts in business training, profitability, and management, have signed an agreement with the Radiant Professionals Alliance to provide members with discounted courses online, in person, or at their place of business.

RPA members have the opportunity to take G&A courses at significantly discounted rates over those available to non-members. One of the program's key features is that through the RPA's "Members-Only" portal, members will have free access to Grandy's "Profit University Audio Series," which features a different business topic, by a different national speaker, each month. This series has more than 240 past presentations on every conceivable business topic.

Many RPA members who have completed Grandy & Associates courses have said they were worth the time and money spent, agreed that Grandy's courses were the best they'd ever taken, were extremely relevant to their day-to-day operations, and their investment was quickly recovered through increased productivity and profitability.

"The existing member base requested it because they are tired of working so hard and not feeling like they are being compensated for their efforts," said RPA Executive Director Mark Eatherton. "By signing up for G&A classes, contractor members will have a fine-tuned plan to increase their efficiency, along with increasing rates and creating better profit margins.

"The RPA leadership team knows the majority of our older members already understand the pipe, valve, fitting, boiler, tubing and pump parts of their business, thanks in large part to past efforts of the RPA," Eatherton continued. "But what the membership doesn't understand is why they are working 60 to 80 hours a week, and not really realizing the profits that they deserve and that they thought they would see. For the younger-generation owners who want to learn about the pipe, valve, fitting, boiler, tubing and pump parts of their business, we're ready and willing to help them learn the entire system and how to build their business."

The RPA will be soliciting members to set up an intense two-day, in-person "Planning for Profit" seminar at the Mokena, Ill., office in the coming months. By the time contractors leave this class they will have created a computer model of their company that will cover:

- What to charge in each department to cover costs while generating a reasonable profit
- The creation of a month-by-month, department-by-department cash-flow budget for tracking and making cash flow projections
- The design, pricing, and marketing of residential and commercial maintenance agreements
- The use of the Job Pricing calculator that will price jobs (based on YOUR cost of doing business) while providing breakeven pricing as well.
- Collections, what to track and how to track it, and much more!

This course will provide virtually everything a contractor needs to know about the business side of his or her business.

"We are excited to be bringing our unique and educational business training programs to radiant contractors," Tom Grandy said. "Grandy & Associates has provided business training to the entire trades industry for the



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past 27-plus years. "Ninety percent of the current owners within the trades industry used to be technicians, which means most are very good at what they do on the technical side of the business but few understand the business side of the business. Our objective with the Radiant Professionals Alliance is to help their contractors become the most profitable within their industry."

Additional information on this multifaceted program is available on the "Members Only" section of the RPA website (<http://goo.gl/QNXHQP>).

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*The RPA's mission is to provide superior leadership in the industry and foster the awareness of radiant and hydronic technologies in order to "Grow Radiant."  
The RPA is a national chapter of IAPMO, representing the radiant and hydronic industry.*

*Sponsor of the Uniform Codes, IAPMO® – The International Association of Plumbing and Mechanical Officials – works in concert with government and industry for safe, sanitary plumbing and mechanical systems.  
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