

# CHICKEN TEAM FOR PROFIT

## Gain Yards By:

- Meeting billable hours goal
- Positive client feedback
- Every new technician/janitor/plumber
- Employee Referrals
- Sold CAMPs
- Number of bids sent

## Lose Yards By:

- Every technician/janitor/plumber that leaves the company
- Negative client feedback
- Cancelled CAMPs
- Not achieving company sales goals

CONTRIBUTE TO  
**ACHIEVING 10% PBT**  
(MANAGERS & SUPERVISORS)

