

# JOIN FOR THE BENEFITS...

## PURCHASING



- Exclusive private labelled product
- Group buying for larger inventory access and deeper discounts from our \$20M annual purchasing power
- Financing and flat-rate pricing programs
- Grow profit!

## MARKETING



- In-house resources to help you with branding everything from your fleet vehicles to your website and everything in between (keep your brand) with custom graphic design and print services
- Turnkey solutions for local website content as well as leveraging social media and Google Ads

## TRAINING



- 1:1 business coaching to help you grow to the next step from experts who have been there
- Get heightened access to vendors as a member of the group / more experience
- Access to specialized training on industry-leading software platforms

## PEER SUPPORT



- Quarterly in-person conferences with industry leaders as keynote speakers
- Shared resources for HR, legal, health and safety, employee health benefits etc.
- Access to the knowledge of all member companies instantly with the Share, Advise and Mentor group
- Be in business for yourself, not by yourself

## WHY JOIN OUR CO-OPERATIVE?

1

Owned by  
the members

2

To support  
the members

3

Profit returns to  
the members

4

Canada's leading  
& largest HVAC  
Co-operative



WE'RE BETTER  
TOGETHER

# STAY FOR THE RETIREMENT PARTY

Best practices to maximize the value of your business. Nobody can work forever!



## THE NAVIGATOR PROGRAM

### Phase 1 - Analysis

- Extensive and insightful SWOT
- Financial review for market valuation
- Benchmarks against ClimateCare's Critical Performance Measures
- GAP analysis
- Initial valuation based on reviewing P&L, the Balance Sheet and concludes with an "adjusted" EBITDA
- \$1500 cost (share?)\*

### Phase 2 - Blueprint

- In-house resources to help you with branding everything from your fleet vehicles to your website and everything in between (keep your brand) with custom graphic design and print services
- Turnkey solutions for local website content as well as leveraging social media and Google Ads

### Phase 3 - Succession-Ready

- 1:1 business coaching to help you grow to the next step from experts who have been there
- Get heightened access to vendors as a member of the group / more experience
- Access to specialized training on industry-leading software platforms

\* Can be paid with ClimateCare Reward dollars.

### Why Navigator?

- Quarterly in-person conferences with industry leaders as keynote speakers
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