Certified Contractors Network

Cycle of Success

When you become a member of CCN, you get to hang out with an exclusive group of contractors from around the U.S. and Canada who understand you and want you to succeed.

Engage a Supportive Network

Increase Revenue & Profit

Experience the success you deserve when you join CCN to remove roadblocks, create opportunities, and train powerful teams.

> Allow our trainers to help you develop a highly-trained workforce so you can spend more time working on your business and less time working in your business.

Train Powerful Teams

Remove Roadblocks

Connect with industry experts who have been in your shoes, faced similar challenges, and have developed proven strategies to identify and overcome roadblocks to your success.

Create Opportunities

Tap into decades of experience that can help you build your brand, generate more leads, and invest in your company strategically to create more growth over

Certified Contractors Network

Owners Cycle

Business Health Check

CCN's Scott Siegal or John Martindale will with meet with you one-on-one to discuss your business, help you identify roadblocks, and plan strategic goals for the next year.

Professional Development

From building Standard Operating Procedures that work to keeping employees engaged, we offer a wide-range of professional development courses to help you master your

> These foundational courses are designed to improve the performance in critical areas of your business: Sales, Production, Admin, and Finance.

Mastery Courses

Owners Mastermind

Hang out with successful owners from around the U.S. and Canada every month. Discover best practices, share concerns, and celebrate wins with people who understand what it's like to be in your shoes.

Business Planning

Business Planning 101 will provide you with tools to track key performance indicators in your company and the strategies to use them effectively.

Business Planning 201 gives you the ability to turn the data you compiled in 101 into tools to plan for the future.

CCN Roadmap

Business Health Check. DISC Assessment. Knowledge Center Login Info. 5P App Login Info. Owners Mastermind Zoom link.

1st 30 Days

Onboarding

Attend Sales Mastery Course with sales team. Attend Sales Mastery Follow-Ups. Attend Owners Mastermind.

Monthly

Attend Owners Mastermind. Receive Monthly Newsletter. Schedule Professional Development.

Quarterly

Attend Business planning 101 or 201. Attend 1 Mastery Course with team members.

Complete Business Scorecard Annually & Health Check.

Owners Roadmap

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Annually

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Certified Contractors Network

Sales Team Cycle

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Production Team Cycle

Sales Mastery Prep Sales Mastery CCN provides tools for salespeople to dramatically increase their close rates. It is crucial for salespeople to become familiar with these tools before entering our Sales mindset. (Recommended quarterly) Mastery Course. **Professional Development** We offer a series of courses to help salespeople understand personalities, increase productivity, and take their selling skills to the next level. Sales Team Roundtable

This monthly, interactive live-stream event is a quick

challenges salespeople face, and offers support.

review of the tools developed in Sales Mastery, addresses

Sales Mastery is a monthly, interactive live-stream training event. In this course salespeople learn to to use the proven tools for success and develop a winning

Sales Mastery Follow-Up

This small-group live-stream event provides salespeople with an opportunity to build camaraderie with their peers, practice what they learned in Sales Mastery using real-life examples, and receive mentoring from our team of experienced consultants.

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Sales Team Roadmap

DISC Assessment. Knowledge Center Login Info. 5P App Login Info. WordTracks Document. Sales Mastery Registration.

1st 30 Days

Onboarding

Attend Sales Mastery Course. Attend Sales Mastery Follow-Ups. Attend Sales Team Roundtable.

Weekly

Sales Contest Tracking. 5P App. WordTracks. Knowledge Center.

Monthly

Attend Sales Team Roundtable.

Quarterly

Sales Mastery. Sales Mastery Follow-Ups.

Production Team Roadmap



Certified Contractors Network

Administrative Team Cycle

Certified Contractors Network

Finance Team Cycle

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Administrative Team Roadmap

Onboarding

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1st 30 Days

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Weekly

Sales Contest Tracking. 5P App. WordTracks. Knowledge Center.

Monthly

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Quarterly

Sales Mastery. Sales Mastery Follow-Ups.

Administrative Team Roadmap

Onboarding

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Sales Mastery. Sales Mastery Follow-Ups.