



**BUSINESS  
ADVISORY  
CONSULTING**

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**FOR  
CONTRACTORS**

# ABOUT COTNEY



Cotney Consulting Group (CCG) is a leading business consulting firm serving the roofing industry that is focused on helping contractors achieve operational success through a concentration on four main solution offerings.

“Each client’s journey is different, but the destination is always the same: successful transformation,” continued Kenney. “To increase revenues and profitability, Cotney Consulting Group helps roofing contractors find success by focusing on the operational review of their companies combined with industry-specific online and in-person training resources.”

Cotney Consulting Group’s online training is the fastest-growing segment of the business. Current offerings consist of a full range of estimating training from the beginner level through advanced, with participants earning their roofing industry estimating certification upon completion. Operationally, CCG offers project manager and superintendent training. Future courses include executive-level business leadership and management, strategy, sales and marketing, accounting, human resources, and more. We also offer in-person Operational and Service Department training.

“We did not learn business consulting from a book but with real-world experience. CCG brings 45+ years of experience running eight-figure, multi-million-dollar roofing companies. This positions us ahead of other business consultants solving the problems roofing contractors face daily,” stated Kenney.

# BUSINESS ADVISORY CONSULTING

## What is Business Advisory Consulting?

John Kenney developed these one-on-one hourly coaching sessions available in one-hour blocks for three reasons.

1. Not all business owners are ready for the COO on Demand program, which provides flexible support for long or short-term company issues and projects. COO on Demand can help manage talent acquisition, staff retention, budgeting, forecasting, managing vendors and contracts, and providing a risk management assessment. In this program, John Kenney will work closely with the company CEO and Senior Staff to manage operations activities to review management and staff roles and responsibilities.
2. For the business owners and companies who have taken the COO on Demand program and desire a monthly call to ensure they and their business are staying on the path to success.
3. For business owners who want access to a proven industry expert like John Kenney. He will provide expert guidance on company strategy, planning, and problem-solving to help them succeed in the marketplace.

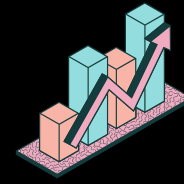
If you fit into one of these categories and are ready to leverage people, processes, and technology, improve profits, and ignite growth, give me a call to see what we can do together.

# WHAT CAN WE COVER DURING THESE CALLS?

## LEADERSHIP



## MARKETING/SALES



## ESTIMATING



## PRODUCTION



## QUALITY CONTROL



## OPERATIONS



## PEOPLE MANAGEMENT



## FINANCE



# OPERATIONS AND PERFORMANCE CONSULTING

## GETTING STARTED

Could you benefit from the advice of a construction business expert? In our 30-minute call, you will get recommendations for immediate adjustments that will improve the performance and profitability of your construction company.

[SCHEDULE MY CONSULTATION](#)



# CONTACT US



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**WE LOOK FORWARD TO WORKING WITH YOU AND YOUR TEAM**