



Maximize

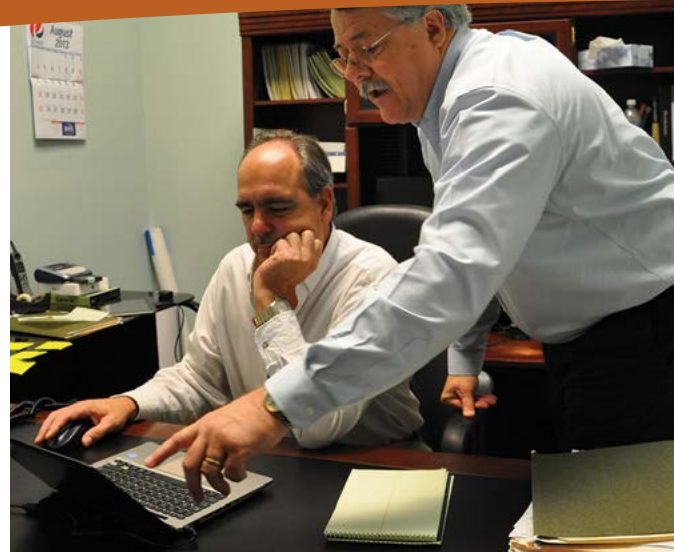
Your Performance-Based Contracting™ Investment!

Implementation is the most difficult step in any business. The most successful companies have fully integrated performance into their businesses. Learn what it takes to benefit from the investment you've already made in Performance-Based Contracting™.

NCI's full-immersion **Implementation Bootcamp** brings all the pieces together into one place. Upon completion, you'll better understand the entire process of delivering real performance, and be able to begin implementing the day you get home.

In this four-day fast-track training program, you will:

- Walk away with a detailed roadmap for each implementation step from the ground up on the first day, week, month, quarter, and year
- Receive the materials, forms, procedures, scripts, and score-keeping tools to get and stay on track
- Develop detailed execution strategies for every part of your company – including customer service, accounting, dispatching, service, sales and installation
- Get the answers you've always sought – from NCI experts who have helped hundreds of contractors successfully implement this powerful approach
- Hit the ground running with a workable plan to get started right away.



Agenda

DAY 1

- A 30,000 foot view of Performance-Based Contracting™
- How all the components interconnect companywide
- Tools of the trade
- Opportunities to sell Performance-Based products and services

DAY 2

- How to integrate Performance-Based into your existing processes
- Getting your team on board and keeping the fire burning
- Developing your skills development plan by roles
- Accountability: planning and tracking your Performance Indicators

DAY 3

- How to deliver Performance-based work, from diagnostics to scope of work, to renovations
- Flat Rate Pricing for your Air Upgrade proposals – and beyond
- Selling Performance to existing and new customers
- How to generate Performance-Based sales leads you can close almost every time

DAY 4

- Leading the change needed to integrate Performance company-wide
- Create your custom short-term and long-term implementation plan
- Getting the most from your membership resources to hit the ground running
- Review and discussion of next steps towards implementation



Who should attend?

To get the most from your investment, we recommend at least two key people attend this information-packed event. The training is for Owners, General Managers, Sales Managers, Service Managers and Installation Managers. NCI Members-only.

Where and when will the next Implementation Bootcamp be held?

The next Bootcamps in 2016 will be held:

NCI HQ, Sheffield Lake (Cleveland), OH
September 13-16, 2016

NCI Training Center, Los Alamitos
(Orange County), CA
October 17-20, 2016

What's my investment?

NCI's 4 Day Event is just \$3,495 for the first two participants - \$995 for each additional (based on space available)

Members earn 5% (\$175) in NCI bucks. Learning Excellence Program Members earn 15% (\$525) in NCI Bucks

What's included?

Includes light breakfast, lunch & snacks each of the 4 days, workbook/implementation guide, printed collateral material samples, NCI clipboards, Field Reference Guides and online downloadable implementation support materials.



READY FOR THE NEXT STEP?

Contact Customer Care at 800-633-7058,
for a private consultation with an implementation coach,
and to reserve your spots in an upcoming Bootcamp today!

