

Top jobs that the sales team should be selling:

Jobs that the sales team should NOT be selling:

Action Items:

- 1
- 2
- 3
- 4

Highlight in Yellow where the Installers are aligned on the difficulty and attractiveness

Instructions: Print out two copies of this form. With the first form, rank every situation based on two criteria: How much you enjoy installing these kind of jobs (on a scale of A, B, C, or D), and the difficulty rating of that job (on a scale of 1-10, 1 being easiest and 10 being the most difficult). With the second form, write down the number of trips for that kind of job and the amount of hours per trip—mark trip number one as "T1" and trip two as "T2" etc... (as an example, a two trip job where the first trip is 8 hours and the second trip is 2 hours would be formatted as "T1 - 8 | T2 - 2").

	Gas Fireplace	Wood Fireplace		Gas Insert	Wood Insert	Pellet Insert
Out the Back NC			One Story			
Up and Out NC			Two Story			
One Story NC			Three Story			
Two Story NC			Installation into ZC			
Three Story NC			Removal of existing unit			
Out the Back R/R			Less than 15' of Gas Line			
Up and Out R/R			15' - 30' of Gas Line			
One Story R/R			30' - 60' of Gas Line			
Two Story R/R			More than 60' of Gas Line			
Three Story R/R						
Removal of existing ZC/Finish			Masonry FP	Gas Log		
Less than 15' of Gas Line			ZC FP			
15' - 30' of Gas Line			Masonry FP	Electric Insert		
30' - 60' of Gas Line			ZC FP			
More than 60' of Gas Line						
Full Wall Frame						
Non-Structural Re-Frame						
	VF Gas	Indoor/Outdoor		Gas Stove	Wood Stove	Pellet Stove
Indoor			Up and Out			
Outdoor			One Story			
			Two Story			
			Three Story			
			One Story - Tee Kit			
			Two Story - Tee Kit			
			Three Story - Tee Kit			
			Removal of existing unit			
			Extra Heavy Unit (450lbs+)			
			Less than 15' of Gas Line			
			15' - 30' of Gas Line			
			30' - 60' of Gas Line			
			More than 60' of Gas Line			