

SERVICE REVENUE WORKSHOP

**ARE YOU RUNNING A CONTRACTING BUSINESS...
OR BUILDING AN ENTERPRISE?**

Most contractors struggle to get past common obstacles, keeping them from major growth. Those obstacles could be: revenue fluctuating, sales dependent on personalities, departments operating in silos, profitability isn't predictable, or the company simply can't run without them.



WHAT TO **KNOW?**

In this webinar, attendees will discover how disciplined tracking, accountability, cross-functional alignment, and consultative selling create scalable systems, stronger teams, and a company built to be truly valuable and acquirable. Discover the mindset shift between construction-driven and sales-driven contractors, and why it defines growth, profitability, and enterprise value!

If you want to build something that lasts, not just something that pays, this is for you.

NEXT LEVEL THINKING:

- Build with vision. Lead with purpose.
- Turn every interaction into impact.
- From projects to long-term value.
- One team. One mission. No silos.
- Elevate performance.
- Build a company that outgrows you.

WHO SHOULD **ATTEND??**

Everyone in your contracting business has value and holds a key role for growth. Professionals from diverse roles within your organization, including Project Managers, Electricians/Technicians, Business Development roles, Service Managers, Operations roles, Principal Owners, and Shareholders, are all encouraged to participate!

MEET YOUR INSTRUCTORS

SEAN SAMSON

Sean is a highly sought-after industry thought leader and mentor within the Electrical, Mechanical, Service, and Construction arena. Sean has addressed audiences worldwide on Sales, Service, and Maintenance, and Strategic Planning and has personally trained, scaled, and consulted over 300 contracting organizations in 16 countries.

As the CEO and founder of **Sean Samson Training, LTD**, SST's "industry-specific" contractor training concentrates on creating higher valuation and predictable recurring revenue by advancing the "Service & Maintenance" side of the business. It is accomplished through his 30 years in the construction and service industry, real-life experience working and selling for a union NECA electrical contractor in the field, and his exclusive immersion-based 5 Reasons Selling System©, derived from his book "The 5 Reasons Why People Don't Buy" also available on Amazon Books.

Sean's most recent venture is **EMAPlus**. A specialized SaaS platform built for service and maintenance-driven electrical contractors who want to scale through compliance, structured maintenance programs, and pull-through dollars, not by chasing construction bids. By unifying customer management, asset inventory, and agreement pricing into one streamlined workflow, **EMAPlus** enables contractors to manage the entire lifecycle of an electrical maintenance agreement from a single platform.

