



- Diversify Your Contract Offerings (Write Agreements)
  - Per Push
  - Per Event
  - Seasonal Flat Rate (Billed in Advance/Monthly)
- Equipment Inspection
  - Initial Round - early fall, preliminary
  - Last Call - a few weeks before the season starts
- Buy Backup Equipment
- Service Autopilot Snow Training I & II (refresh)
- Master Routes
  - Initial Setup, all renewing clients
  - Double-check prior to first event
- Supplier Renewal & Negotiation
- Seasonal Hiring
- Prepare a Playlist for those late nights