

Grandy & Associates

# Tom Grandy

Founder



## Background

Tom Grandy has over 50 years of experience in industry and small business. He has worked as the general manager of a service company, is Regional Director of Company Development for the DIAL ONE franchise and is the founder of Grandy & Associates.

## Accomplishments

The vision of Grandy & Associates is to “teach contractors how to run profitable businesses”. We accomplish our vision through business training workshops and seminars, one-on-one consulting and educational materials (i.e., software, brochures, manuals, newsletters, CD’s and DVD’s). Tom also developed the industries’ leading software modeling program called “Labor Pricing for a Profit with Cash Flow Projections”. In addition, Grandy & Associates are the founders of the “Profit University Audio Series” for owners and managers.

Tom Grandy writes articles for numerous trade publications including: *The News*, *Contracting Business*, *HVAC Insider* and monthly articles in *Sweeping Magazine*, *Reeves Journal*, *RSES Journal* and *Contracting Canada*. Tom routinely presents at national and state conventions for QSC, PHCC, Aquatech, Florida Pool and Spa Association, ACCA, MCA, SMACNA plus Comfortech. In addition to trade associations, Grandy & Associates does extensive business-training for contractors through wholesalers, distributors and manufacturers across the country including many national franchises.

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We Teach Contractors How to Build Profitable Businesses.